

AMERICAN NURSERYMAN

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

NOVEMBER 1, 1961

Serial Dept.



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The Nurseryman's Forte: To Make America More Beautiful and Fruitful

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Forms for the December 1 issue will close Friday, November 10

Forms for the December 15 issue will close Friday, November 24. Mail copy to arrive at Chicago by these dates—no later.



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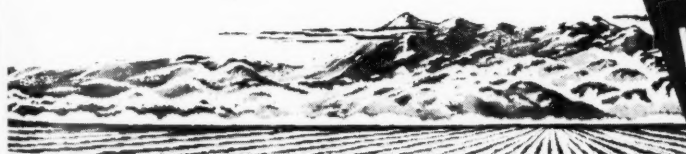


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AMERICAN NURSERYMAN

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Editorial

BUSINESS RECOVERY

Recovery is more rapid than expected from the business recession that marked the latter part of last year and the opening months of this year, according to reports. The rise is not uniform in all industries and lines of trade, but the advances are such as to remove the problem of unemployment which bothered the administration at Washington at its outset. In spite of strikes, the automobile industry has been posting some high sales records. The steel industry advanced steadily in late summer; building has shown more signs of encouragement and retail sales have responded to the stimulus of autumn sales promotions by department stores, mail-order houses and other merchants.

The heartening predictions made by bank economists and others are favorable for the next three months or half year, in the absence of any international upset. The long-term outlook they also regard as favorable, but some uncertainties that continue in the domestic as well as the international situation deter some from viewing the farther future as rosy as that near at hand.

Such predictions and the reports about current business in many lines give reason for expecting quite good holiday sales, to the encouragement of nurserymen and others operating garden shops through that season. The same encouragement will hold for the mail-order and other nurserymen preparing for spring business. Spending by the consumer public, according to report, was contracted somewhat by the recession last year, but is rapidly regaining its former totals for the country as a whole, which were a record.

With the government at Washington bending all efforts to stimulate the purchasing power of the public and the growth of industry,

coupled with the record peace-time budget presaging government spending in all lines, plenty of money is in circulation, and the beneficiaries seem more and more willing to pass it on to the ultimate benefit of business in most lines.

The climate for business, as they say, is warm and favorable. With the sales uptrend established, the businessman's problem now is to secure adequate profit, which usually depends upon aggressive sales promotion, energetic management and vigilant economy.

BEATING SUPERMARKETS

Until the past decade a large popular-price department store in Chicago sold large quantities of nursery stock in the spring of each year and from its advertising and number of customers was known as probably the largest downtown outlet for trees, shrubs and related items. Then, as the home gardening suburbs became farther out, its sales of plants diminished, and a few years ago the garden department was closed entirely. The explanation was that conditions were not suitable for keeping salable stock long and it was extremely difficult to hire salespeople who could give the advice that customers wanted.

When the store opened branches in outlying shopping centers, the garden department again became a feature of its operations. The new locations were out in the midst of suburban gardeners, parking was abundant and it was expected that salespeople would be engaged of the proper sort. But now this department store has given up its house plant and garden department in its largest outlying branch.

This experience is not unique. Similar ones have occurred among department stores in other cities, and some chain stores and supermarkets have stopped selling plant materials for the same or other reasons. The other reasons are that gardeners today know much more about plants than did their fathers and mothers. They want better stock, up-to-date varieties, stock that they know is not half dead and information that is reliable.

So the reasons given by these enterprises for no longer handling nursery stock concern the very points on which nurserymen and garden centers are superior, offer-

ing fresh stock and better varieties, kept in viable condition. They employ help who can advise and guide the customers who know little, yet answer the questions with knowledge and accuracy put to them by experienced gardeners.

These advantages of the nursery trade were pointed out by a long-experienced, observant and informed member in the October 1 issue. When retail outlets outside the industry recognize these advantages, not only fearing them but also yielding to them, the question seems more emphatic, "Why fear supermarkets?"

As pointed out on this page in the past, competition, within the trade and without, is frequently blamed by the unfortunate when they fall short of success. More often they will find the sources of their troubles close at home—in their sales location, in the character of the surrounding area or in other environmental circumstances, if it is not in their own capacity or abilities.

WOMEN EMPLOYEES

The high cost of living is impelling many housewives with reduced family responsibilities, because the children are away at school or married, to enter or re-enter the business field in one capacity or another. The high figures of current employment include increasing millions of female workers. They have been found capable and even superior for some positions in the garden shop, greenhouse or elsewhere.

Competition for possible employees of this type has led to the holding of forums in various localities, especially where suburban or rural shopping areas are developing, to point out the openings in the labor market, in merchandising, clerical work, real estate, teaching and social work.

Part of the program is individual job counseling, in which employment services and those firms sponsoring the forum make contact with prospective employees. Where a forum of this kind is to be held, there is no reason why a local group of nurserymen or garden shop operators may not participate, so that they may avail themselves of superior talent which otherwise would not learn of the job openings in this industry.

Year's Activities Reported at California Meeting

By Richard B. Kilner



Officers elected at the Santa Barbara convention of the California Association of Nurserymen: Left to right, Eugene Armstrong, treasurer; John A. Armstrong, Jr., vice-president, and Harold Prickett, president.

Over 350 member nurserymen and their wives gathered at the Miramar hotel, Santa Barbara, Calif., for the annual convention of the California Association of Nurserymen September 26 to 28. They paid special tribute to the memory of Bert Kallman, of that city, a pioneer in the nursery industry in California and a past president of the C. A. N., whose death occurred last June.

A high point of the convention was the presentation of \$300 to Mrs. Kallman for the Bert Kallman memorial scholarship fund. The contribution, from the Tri-County chapter, was made by Walter Barrows, Griffin & Morgan, Santa Barbara. Mrs. Kallman also accepted the P. C. N. award to her late husband. Robert Kallman, son of Bert Kallman, was general chairman of the convention.

New Officers

As part of the concluding business of the convention, the following officers were elected: President,

Harold Prickett, Prickett's Nursery, Santa Rosa; vice-president, John A. Armstrong, Jr., Armstrong Nurseries, Inc., Ontario; treasurer, Eugene Armstrong, Capital Nursery Co., Sacramento, and controller, Richard Westcott, Paul J. Howard's California Flowerland, Los Angeles. San Diego was named the convention city for 1963.

With the theme of the meeting "Outlook for the Sixties," there was an air of objectivity and realism as speaker after speaker urged nurserymen to keep a clear sense of perspective in facing rapidly changing conditions. Calls to sell harder, merchandise more or convert to supermarket systems were not offered as panaceas, but each nurseryman was urged to learn where he stood in his own operation. Management was declared the point of weakness throughout the industry. Until the profit situation is clear, no judgment can be formed as to whether increased volume will help or hurt. While the success of the mass merchan-

diser seems to be in ever more volume, to overcome a lower margin, volume for volume's sake is not the answer for the average nurseryman.

Record Committee Activity

Action instead of words was the call of many speakers. C. A. N. president, Robert T. Warner, Manhattan Garden Supply, Manhattan Beach, started off in this vein in his report. It was a year of record activity by the association, including the fruition of some projects begun two years ago. Mr. Warner enumerated some of the past year's "firsts," which were enlarged upon in reports by committee chairmen.

Responsibility for the annual refresher course was given the Peninsula chapter, under Chairman Peter Sugawara, Montebello Nursery, Los Altos. The response was the largest attendance to date. The chapter initiated some firsts of its own, including an educational horticultural book display and class discussions.

The nursery institutes were benefited by the inauguration of a standing committee to provide more continuity from year to year. Furthermore, finances from the state office will now help support the institutes. Chairman for the north is George Haight, Stocking Rose Nursery, San Jose. Harold J. Botts, Botts Nursery, Anaheim, heads the southern group.

Safety Awards

The association held its first safety contest. Committee chairman, Charles Armstrong, Capital Nursery Co., presented a certificate and check for \$50 to the following: Gerletti Nursery, El Cerrito; Yata Nursery, Torrance; Three Star Nursery, Torrance; Sawyer Nurs-

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Among the participants in the California convention were (left to right) L. H. McGuire, president of the American Association of Nurserymen; Robert Warner, outgoing president of the California Association of Nurserymen, and F. Raymond Brush, A. A. N. legislative assistant.



Members of the panel who discussed the outlook for the nursery industry at the recent convention of the California Association of Nurserymen: Left to right, J. Awdry Armstrong, Ontario, moderator; Jack McDonnell, Oakland; James Perry, Montebello; Willis Stribling, Merced, and David Stump, Ontario.

California Speakers View Future of the Industry

Panelists and A. A. N. Leaders Stress Management

By Richard B. Kilner

"Outlook for the Sixties" was the theme of the California Association of Nurserymen convention held September 26 to 28 at Santa Barbara. Representatives of three fields discussed what the decade holds in store for the nursery industry, and for the state of California and the changes it finds in retail merchandising. The future of the trade was discussed by a panel of industry members and by officers of the American Association of Nurserymen, while modern retailing trends were outlined by a Sears Roebuck & Co. executive and the economic outlook for California was sketched by an official of the Bank of America. A general report of the convention appears on the preceding page.

Panel on Trade's Future

J. Awdry Armstrong, Armstrong Nurseries, Ontario, moderated and summarized the nurserymen's panel discussion "As We See the Sixties."

Jack McDonnell, McDonnell Nurseries, Oakland and Walnut Creek, opened with the reflection that, of the 30 years he has been in the nursery business, the past five have been the most difficult.

An earlier speaker had commented that seven nurseries in the Walnut Creek-Lafayette area had gone out of business in the past six

months. Mr. McDonnell acknowledged this as fact, but stated that sales at his Walnut Creek branch were up \$30,000 over those of the year before. The industry needs more \$10,000 to \$12,000-a-year salesmen, he asserted, and must raise its standards to attract high-caliber personnel.

Mr. McDonnell is one of the two nurserymen serving with representatives of landscape contractors, landscape architects and professional gardeners regarding landscape problems. From this experience, he concludes that the whole industry is in a squeeze, not just nurserymen, and the whole industry must work to improve the situation.

Wholesalers, he stated, are growing plants which should not be on the market. They should stress new items and drop those which have no real customer demand. Mr. McDonnell concluded that nurserymen have better merchandise and are established; the proper course is to "lick 'em, not join 'em."

Hard Work Required

James Perry, Perry's Plants, Montebello, expects the "Sizzling Sixties" in the coming years. However, it will entail hard work, and nurserymen face a number of problems, not only from new types of outlets,

but in developing their own business.

He urged caution in developing new businesses, because of changing conditions and rising land prices. Retailers must accept smaller margins and increase their volume. Mr. Perry plans to double or triple his firm's output by 1970 with additional land already acquired. This was his answer to a comment that bedding plants were waning in popularity. Mr. Perry urged that each individual watch his costs, especially with more inflation coming.

Willis Stribling, Stribling's Nurseries, Inc., Merced, was optimistic; he urged everyone to be alert. Take advantage of every opportunity, he advised; use the C. A. N. sales aids, and capitalize on fads as other industries have.

Mr. Stribling envisions an increase in mail-order nursery stock as garden centers handle fewer, fast-moving lines. Door-to-door selling should increase. The entrance of chains and discount houses into the field indicates the vast potential for the nursery industry in California. The weakness in the industry, he said, is the failure to meet change and take advantage of new opportunities.

Sees Sales Increase

David Stump, Armstrong Nurseries, Ontario, noted that with population, home building, leisure and the standard of living all on the upswing, nursery sales are certain to increase.

Mr. Stump advocated new products to whet the appetite of amateurs. A product should last as long as necessary to convince the customer that he got his money's worth. It does not have to last 15 years—in fact, he said, a little product obsolescence would be a good thing for the nursery industry.

The big emphasis should be on new methods of presentation through packaging, displays and buildings. As an example, Mr. Stump pointed out that soap is an ordinary item, but it is not all wrapped in brown paper. Why must a plant be presented in a battered, dirty can?

Mr. Stump feels the area of general business management demands the most attention. He stressed that one can get a great deal of help through the C. A. N., but only in proportion to the amount of time and effort he devotes to association activities. Inflation is especially troublesome for the nurseryman, because of the length of time re-

[Continued on page 48]

Top Attendance, Big Trade Fair Features of Oklahoma Meeting

By Fred H. Kilner



Elected president of the Oklahoma State Nurserymen's Association at its annual convention was Bob Sanseverino, center. Ezra Porter, outgoing president, is shown at left, and Cyrus Adams, re-elected secretary-treasurer, appears at the right.

The site of the Oklahoma State Nurserymen's Association convention that proved so popular two years ago was even more so this year, for 250 persons registered for the annual event at the Western Hills Lodge, Wagoner, Okla. Even a heavy rain September 27, the day before the official opening, did not deter a record number of persons from journeying to this resort area located on a peninsula overlooking Lake Fort Gibson in one of Oklahoma's most beautiful state parks.

Encouraging attendance were the large trade fair of 61 exhibits, the special exhibitors' prize of a \$500 bill and various other prizes of different smaller denominations. While the educational aspect of the convention was not heavy, as much time was set aside for visiting exhibits, the panel discussion on the growing and care of container-grown stock and talks on garden center operation, lawn diseases and insects and the care and potting of bare-root roses interested a large proportion of the nurserymen in attendance.

Nurseryman of the Year

Always of much interest to the group is the presentation of the award to the outstanding Oklahoma nurseryman. This year's winner was Ben Davis, Ozark Nurseries, Tahlequah, the presentation being made by J. E. Conard, Conard Nurseries, Stigler, the son of last year's winner, Leo Conard, who died earlier this year.

At the election of officers held the last day of the convention, September 29, the following were chosen: President, Bob Sanseverino, O. K. Gardens & Nursery Co., Tulsa; vice-president, Ted Aynes, Aynes Nursery, Oklahoma City, and secretary-treasurer, Cyrus E.

Adams, Kenyon's Nursery, Oklahoma City.

After a preconvention buffet dinner Wednesday evening, September 27, the convention was called to order the next morning by President Ezra Porter, Porter's Nursery & Flower Shop, Oklahoma City. After the invocation, Harold Nickel, Greenleaf Nursery, Muskogee, Okla., served as moderator of a panel discussion entitled "Growing and Care of Container-grown Stock." The points brought out during this discussion are summarized in a separate article on the following page.

Rounding out the morning program was a report from the A. A. N. Washington office from Robert Lederer, American Association of Nurserymen legislative assistant.

Pointing out some of the services



Recipient of the "Oklahoma Outstanding Nurseryman" award at this year's convention of the state association was Ben Davis, Ozark Nurseries, Tahlequah, at right. Presenting the award was J. E. Conard.

that the A. A. N. has supplied and from which the whole industry has benefited, Mr. Lederer stated that the transportation committee has made it possible to ship stock in refrigerated railroad cars with only a 20,000-pound minimum instead of a 40,000-pound minimum. The same committee, he added, was successful in having nursery stock covered under the motor freight classifications regardless of the method of packing.

He told of the various benefits obtainable under the A. A. N. group insurance program and urged nurserymen to enter the industrial awards competition. He stated that the urban renewal program encouraged by the A. A. N. offers unlimited possibilities for increased sales of nursery stock. Currently, stated Mr. Lederer, 500 cities are interested in downtown city beautification projects.

One of the busiest legislative sessions of Congress was that of the past year, he pointed out, with more activity affecting agriculture than ever before. Many bills, he stated, were presented which would have seriously hampered nurserymen if the watchdog services of the A. A. N. had not been available.

Mr. Lederer pointed out that the Mexican labor bill, which was recently passed by Congress, went through without the wage-fixing provision which would have upped the wages of those firms using domestic help as well as Mexican labor. Mr. Lederer injected a note of warning that if one is in the mail-order business he should get ready for postage rate increases next year.

Concluding his presentation, Mr. Lederer called attention to the latest A. A. N. News Letter dated September 1961.

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Care of Container Stock Discussed in Oklahoma

By Fred H. Kilner

A program feature of special interest at the convention of the Oklahoma State Nurserymen's Association held at Wagoner, Okla., September 28 and 29 and reported elsewhere in this issue was a panel discussion on the subject of "Growing and Care of Container-grown Stock." Moderating the discussion was Harold Nickel, Greenleaf Nursery, Muskogee, Okla., and serving with him were W. D. Kenyon, Kenyon Nursery, Dover, Okla.; Glen Weaver, Greenleaf Nursery, and Steve Verhalen, Verhalen Nursery Co., Scottsville, Tex.

Mr. Nickel stated that with more container stock being grown, additional information is needed on how to care for it. Overwintering the stock was discussed first. It was suggested that snow fencing be leaned over the plants and that sand or sawdust be piled around the sides of the containers. If a plastic sheeting is placed around the plants, it should be taken off when the sun comes out; otherwise the leaves will drop.

Mr. Nickel stated that one cannot deal with all plants in the same manner. At his nursery he protects just the broad-leaved evergreens. He stated that the tops of the plants are seldom hurt if the roots are protected. He advised watering the plants even when the balls of earth are frozen, as the water has some thawing action. He believes that much winter damage results from inadequate moisture.

It was suggested that Karathane

be used at the rate of one pound to 100 gallons of water to eliminate powdery mildew. Manzate will stop rust. Mr. Nickel explained that he sprays every three or four days, as he has an overhead watering system at his nursery.

Feeding Routine Urged

Turning to the subject of feeding container stock in a retail salesyard, Mr. Verhalen stated that the wholesaler should tell the retailer the date on which he last fed the stock purchased, so that the retailer can continue on the same program. He believes that the retailer should set up a regular fertilizing program and suggested fertilizing every three or four weeks. He advised keeping fertilizer off the leaves. Heavy nitrogen feeding is made in the spring, and a dry fertilizer is used. If the plant looks as though it is not getting enough fertilizer, then a supplementary foliage feeding is applied. Not so much nitrogen is given the plants in the summer, and in the fall a heavy phosphate feeding is put on. Mr. Nickel suggested that an organic-type fertilizer, blood meal or some slow nitrogen-releasing fertilizer, be applied in the middle part of November.

A caution given was to sprinkle the plants slightly rather than flooding them each day. Also it was pointed out that feeding a plant after it is dormant will do it no harm. It was agreed that a healthy plant will receive less winter damage.



Participating in a panel discussion on "Growing and Care of Container-Grown Stock" at the Oklahoma State Nurserymen's Association convention, at Wagoner, were the following, left to right: Steve Verhalen, W. D. Kenyon, Harold Nickel and Glen Weaver.

If container stock becomes frozen, it was suggested to put it in a shady place and let it thaw slowly.

One of the panel members advised against winter mulching of plants with barnyard manure, as weed seeds will grow and the plants will become overheated. Another word of caution was to avoid having sawdust over the top of cans when heeling them in; instead, a can should be plunged to within one to one and one-half inches of the top.

The panel members agreed that it is a good practice to use a mulch on the top of the container during the growing season, but it should be free of weed seeds. Mr. Verhalen stated that he uses Simazine to keep the weeds down in the container stock. He uses a pressure gun to give each plant a little squirt of the chemical as it comes down the assembly line.

Maintenance Pointers

The attention of the panel was turned to the maintenance of plants in a salesyard to keep them in good, salable condition. It was suggested that stakes put in containers should be big enough for the finished plants. There is much neglect of shearing, staking, watering and insect control.

On the subject of spraying container-grown ornamentals, it was suggested that a program be started early in the spring when the weather warms up so that the insects will not get a head start. It was recommended to spray once a week if one has overhead watering, less frequently if one waters directly into the cans. An all-purpose spray should be used, followed by other spray materials when special situations arise. One of the panel members recommended that a salesyard operator should mark up a spraying program on a calendar so he will not forget to spray every two or three weeks.

When nursery stock arrives at a retail salesyard, one should first check to see if the plants were watered before shipping. Next the plants should be freed from ties so that they will return to their normal shape.

CONSTRUCTION of five concrete block greenhouses is being planned by W. J. Billerbeck, owner of Appalachian Nurseries, Waynesboro, Pa.

WORKING a new peat bog in New Brunswick, Canada, is Conrad Fafard, Inc., Springfield, Mass. The bog is the firm's fourth.

Construction of the "Floating" Wall

By John D. Emerson

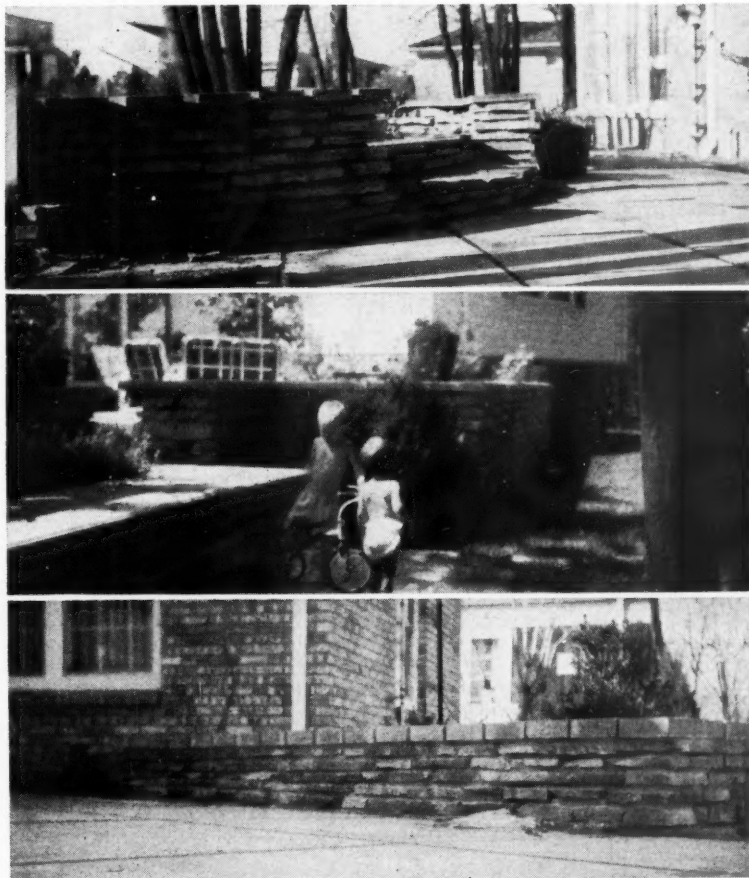
A free-standing wall is often a necessity or, at least, a desirable feature in a landscape development. Too often such a wall is ruled out by the client because of the high cost of the conventional deep-footing wall.

For years the idea of a "floating" free-standing wall had been crystallizing until, one day in 1957, we finally located the necessary "guinea pig" and work started. Since it was a new venture for us, we had no way of measuring labor costs ahead of time, but as the work progressed, we found that we could lay faster than we had anticipated, using the method illustrated in figure 1.

The wall was laid out to exact shape on firm soil at final grade. The soil was excavated about five inches below grade and filled with four inches of bank sand, which was then leveled, sprinkled and packed until it was evenly firm. The first layer of stone (moist, not dry) was selected and laid about one inch below the final grade. Next a layer of standard mix mortar was spread evenly over the stones. At each joint, one or two brick tie strips (corrugated wall ties) were placed in the mortar—this to be continued at each joint throughout the entire wall. The joints were deep-raked for better shadow and then brushed clean. Capstones of the first wall (figure 2) were 2x8x16-inch concrete solids; the wall stone was Onaway limestone.

Winter Tested

The past winter made the fourth for the wall shown in figure 2 with no cracks or breaks, confirming my theory that the entire wall would rise and fall as it froze and thawed. This constant change might indi-



Figures 2, 3 and 4 (Top to Bottom) "Floating" Walls Described in Text

cate, also, that it would be questionable to tie such a wall to other construction.

In 1958 a much heavier wall was constructed in conjunction with a large patio and steps (figure 3). The sand base was six inches deep and 24 inches in width. At patio height

weep holes were included to better drain the area. The cap was formed and poured reinforced concrete. This wall has completed its third winter with no apparent damage.

A third "floating" wall was constructed in 1959 by the man who purchased our business; he had been in charge of the work on the wall shown in figures 2 and 3. A recent inspection shows no winter damage and all parts of the wall are in perfect alignment; 3x8x16-inch concrete solids were used for capstones (figure 4).

Deep Footing Saved

While our observations and experiences are not final as to this method being the best, yet we feel that these walls are at least an indication of the value of successful free-standing construction without deep foundation. It seems advisable to provide fast surface run-off, ac-

[Concluded on page 105]

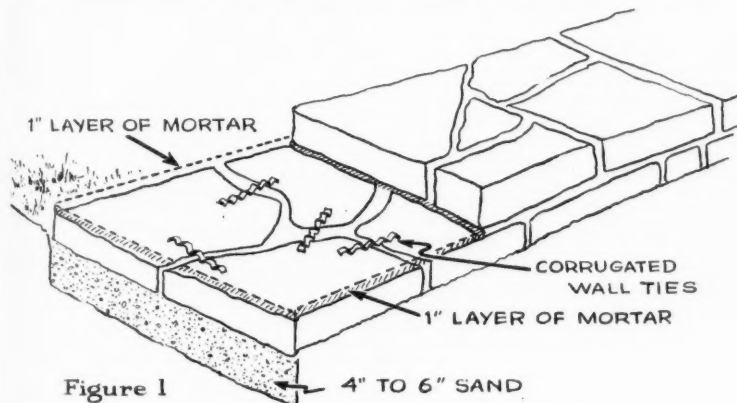


Figure 1

Sorting the Woody Ornamentals

Spruces Popular Despite Limitations

By Donald Wyman

Horticulturist, Arnold Arboretum

The spruces are widely distributed through the northern temperate regions of the world as well as in North America, where seven species are native. Growing in American nurseries are 55 species and varieties and in the Arnold Arboretum 73 species and varieties. Of these only 12 species and their 31 varieties are worth considering as ornamentals, and some of these grow only in small restricted parts of the country.

In general, the spruces are not the best of ornamental trees. As evergreens they have merit, but few of them mature to perfect specimens; most of them either lose their lower branches or become ragged and sparsely branched at the top. With the exception of *Picea pungens*, they are not suited for city planting.

It should be pointed out that half the species recommended here mature at heights of 100 feet or more; hence they certainly are not trees for the small property. This is an important point to keep in mind when selecting trees from the recommended list.

Oftenest Used as Specimens

All spruces, except the dwarf varieties, are rigidly upright, pyramidal, single-trunked trees. Because of this, they are frequently difficult to use in landscape plantings except as prominent specimens. When crowded into mass plantings or when planted in the shade they quickly lose their lower

branches. Most are susceptible to attacks of red spider, and the spruce gall aphid attacks *P. pungens* more readily than the other species.

Picea engelmanni, *glauca*, *pungens* and *rubens* are all hardy in zone 2, which means that they are hardy in the coldest parts of the United States and all but the coldest parts of Canada. Hence, when extreme winter cold is the factor limiting the use of evergreen trees, these spruces might be the first to be considered.

However, in slightly warmer areas, the pines are often used instead, because of their softer foliage texture, and in areas where hemlocks will grow, these should be considered first before either the pines or the spruces. The Colorado blue spruce and its varieties have always been popular and probably always will be, even though they have frequently been misplaced and given too prominent a spot in many gardens.

Norway Spruce Forms Confused

The Norway spruce has been used as an ornamental in Europe for over 300 years, but it does much better there than it does in America. It has the characteristic of producing sports either on branches or as seedlings, and over 100 of these have been named, but the nomenclature and identification of these sports have always been hopelessly confused.

Most are slow-growing dwarfs; many are certainly similar, and

even Murray Hornibrook, who studied them avidly for many years and wrote the best treatise on them ("Dwarf and Slow Growing Conifers," 1939) could do little with many of the varieties except to "report" what others had written concerning them.

Dwarf evergreens are probably becoming more important as ornamentals today than they have ever been before, but even at that, they are so slow-growing that most nurserymen would find that waiting for salable plants is too costly.

With the exception of a few like *P. omorika*, *P. orientalis* and some of the *P. pungens* varieties, the following recommended spruces are not the best of the ornamental trees available for making beautiful gardens. They are sometimes essential because of their evergreen foliage, the quick growth of some, the silvery to bluish foliage color of others or their hardiness. When these conditions can be met by the selection of other trees, the spruces might be overlooked entirely.

Recommended List of Picea

Following the name of each recommended species or variety appear its natural height at maturity expressed in feet, its hardiness zone, its place of origin and, in some cases, its common name. The hardiness zones are those given in the author's book, "Trees for American Gardens."

P. abies: 150, Z 2, N. Europe, Norway spruce—Widely planted,



Picea Abies Maxwellii



Picea Abies Clanbrasiliana



Picea Omorika



Picea Pungens Bakeri

fast growing when young, this tree does not grow old gracefully. It is often overplanted. Nurserymen should study other species as possibilities for good specimen trees, reserving this species for a cheap quick-growing "filler" tree, which should be removed before it attains mature height. It is noted for its many sports; over 100 have been listed which are almost impossibly confused in nurseries. This group cannot be surveyed accurately without making a time-consuming study in this country and abroad. The following varieties are simply the better known forms now being grown in America:

P. a. Clanbrasiliana—Compact, rounded to flat-topped. A 40-year-old plant in the Arnold Arboretum is six feet tall and 10 feet in diameter.

P. a. Conica—A dense, compact cone of foliage. A 31-year-old tree in the Arnold Arboretum is 25 feet tall and 12 feet in diameter.

P. a. Gregoryana—Very dwarf; seldom over two feet tall; conical to subglobose.

P. a. Highlandia—A more even-

The illustrations accompanying this article were made from photographs supplied by the Arnold Arboretum, Jamaica Plain, Mass.



Picea Orientalis

ly flat-topped and compact tree than the variety Pumila. One plant in a park at Rochester, N. Y., a few years ago was 27 inches tall but six feet across.

P. a. Maxwellii—Low, spreading, flat-topped; twice as broad as high. A 31-year-old plant in the Arnold Arboretum is three feet tall and six feet in diameter.

P. a. Microsperma—One of the best pyramidal types, easily propagated by cuttings. A 42-year-old specimen in the Arnold Arboretum is 15 feet tall and 15 feet in diameter.

P. a. Nidiformis—The top is often flat. A 24-year-old specimen in the Arnold Arboretum is three feet tall and 6 feet across.

P. a. Parsonsii—Dwarf, flat-topped, twice as broad as high, often closely resembling Gregoryana and Veitchii, but with looser foliage. A 77-year-old specimen in the Arnold Arboretum is seven feet tall and 10 feet in diameter.

P. a. Procumbens—Prostrate form with horizontal branches. A 51-year-old specimen in the Arnold Arboretum is only three feet tall, yet 15 feet in diameter.

P. a. Pumila—One of the lowest varieties; dwarf, dense, broad, flat-topped; almost three times as broad

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Oregon Group Completes Beautification Project

By Charles H. Potter

When the Emerald Empire chapter of the Oregon Association of Nurserymen took on the job of planting two block-long pedestrian malls free of charge in downtown Eugene, Ore., the project turned out to be about the most ambitious one that any relatively small group of nurserymen would wish to tackle.

The less than 20 members of the chapter furnished almost all of the plants and labor needed, after previously having sparked the state's second largest city into completing the project, which was about to die for lack of funds and public interest.

Many Groups Co-Operate

Although W. Riley (Tex) Matsler, director of parks and recreation, Eugene, gives full credit to the Eugene chamber of commerce, which first proposed the idea of improving the two ugly alleys; to the members of the Southwest Oregon chapter of the American Institute of Architects who designed the improvements; to the city council, which vacated the property for the new purpose, and to various downtown merchants and individuals who helped in one way or another, he gives the nurserymen most credit for making the whole idea possible.

With a budget of only \$2,400 on hand at the beginning, the city of Eugene soon learned that the cost

of the job was going to run to five figures, even with some volunteer efforts. A large part of the cost would be for nursery stock, landscaping and labor connected with it.

At this point Jack Heflin, chamber of commerce project chairman, turned to the Emerald Empire chapter of the O.A.N. for suggestions. R. G. (Dick) Miller, Edgewood Gardens, president of the chapter, and his fellow members brought back a startling proposal—the chapter agreed to furnish the plants and labor needed to beautify the two malls, provided other citizens and the city would get it ready for planting.

This put the whole project in motion. The Eugene Contractor's Association agreed to do the contracting work for cost or less, an irrigating firm volunteered to install the irrigating system for cost and the Eugene water and electric board agreed to co-operate in the electric work. The park board guaranteed to maintain the plantings. Merchants raised the ante to \$4,000. Landscape architect Hugh Mitchell said he would provide the planting plans.

Problems Delay Planting

The underlying problems proved to be much greater than anticipated. Old buildings alongside the two malls had to be "waterproofed" so that water would not leak into

the basements; unknown pipes and mains popped up before the eyes of excavators beneath the old alley pavings, and A1 drainage had to be assured for the well-being of the plants to be placed along the malls. The preparatory job was not finished in time for a spring planting. But on September 25, some 20 nurserymen and their helpers pitched in to do a perfect job of planting the malls.

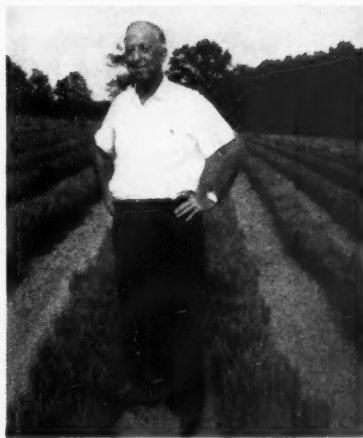
Used in the ample beds which line both malls were large numbers of durable plants, both flowering plants and evergreens. Rhododendrons used were augustini, Bow Bells, Bric-a-brac, Elizabeth, fichtelaeum, Jackie, Jan Dekens, May Day and Moonstone. The principal ground cover used was Pachysandra terminalis. Also generously used were Fatsia japonica, Mahonia nervosa, Mugho pine and Viburnum davidi.

Trees used for spring flowering were Kwanzan cherry and Thompson magnolia. Through the newspapers and over radio and TV the citizens of Eugene have proclaimed their appreciation to the nurserymen and others for their contribution to civic beauty, appreciation which is seen on the faces of the hundreds who walk through the malls each day.

PRESENTING illustrated talks at evening garden sessions held by the Illinois Garden Guild at Evanston, Ill., last month, Carl Klehm, Arlington Heights, discussed evergreens, and Arthur Howard, of F. C. Clavey Ravinia Nurseries, Deerfield, spoke on flowering trees and shrubs, chiefly the crab apples for which the firm is well known. Arthur Howard is the son-in-law of Roy F. Clavey, A. A. N. director.



Shown above are the two pedestrian malls at Eugene, Ore., recently planted by members of the Emerald Empire chapter of the Oregon Association of Nurserymen. Left: Conferring over the plans during the planting of mall No. 1 are (left to right) Ed Cross, Reed & Cross, Eugene; R. G. Miller, president of the Emerald Empire chapter; Reed Vollstedt, Reed & Cross, and W. R. (Tex) Matsler, director of parks and recreation, Eugene. Right: Bob Van Zonneveld, Van Dyke Gardens, Eugene, and an employee working on a section of mall No. 2.



Left: A. D. Cartwright, Sr., and his son, Buddy, check cuttings of *Viburnum juddi* in the Cartwright Nursery's outdoor mist beds. Center: Buddy Cartwright examines a block of Pfitzer junipers. Right: The elder Mr. Cartwright, founder of the nursery firm, surveys a fine stand of 2-year-old, field-rooted liners of *Juniperus excelsa stricta*.

Growing Business in the South

Located just 22 miles from Memphis, Tenn., at Collierville, is perhaps the largest wholesale grower and shipper of balled and burlaped evergreens in the world. Started in 1943 on 132 acres, the Cartwright Nursery Co. now includes 2,800 acres situated on eight separate farms within a 4-mile radius.

At present about 120 varieties of nursery plants are grown, 100 of these being evergreens, with junipers, arborvitae and ilex the main crops; evergreens make up 70 per cent of the plantings. All stock is contour planted.

Propagate Own Stock

The Cartwright Nursery Co. propagates practically all of its stock, having three greenhouses covering 10,500 square feet. A fiberglass-paneled house also is used for grafting. The propagation beds outdoors cover 8,000 to 10,000 square feet and are equipped for intermittent misting.

A concrete block, styrofoam-lined cold-storage building, 60x60 feet and 14 feet high, contains over 50,000 cubic feet of space. It is used for storing deciduous magnolias and holding lining-out stock for shipments.

Used during the shipping season are 50 acres of heeling-in beds, of which 10 acres are under lath. Last fall and spring 800,000 balled and burlaped evergreens were shipped. During the peak of the shipping season 30 semitrailer vans are loaded and dispatched in a day, each one carrying from 800 to 1,-

500 pieces of B&B material. Up to 35,000 plants are shipped in a day, their total weight ranging from 800,000 to 1,000,000 pounds.

All plants are hand dug. The workers who burlap them are paid on an hourly rather than a piece-work basis. It has been found that better-quality work is obtained on the time basis.

Ship Most Stock to North

The main markets to which the stock is shipped are in the midwest and east. Approximately 80 to 85 per cent of the stock is shipped north of the Ohio river. All shipping is done by leased trucks, most of which are refrigerated. In fact, a transportation office is maintained right on the nursery grounds.

Heading the firm is 60-year-old

A. D. Cartwright, Sr., who came from a farming family near Collierville. Graduating from the school of horticulture at the University of Illinois in 1924, he returned to his native state and started a retail nursery and landscape business, which he continued until 1938. For the next five years he entered the landscape contracting business, working on numerous city projects, until he founded the present nursery, specializing in coniferous and broad-leaved evergreens.

Assisting in the business is Mr. Cartwright's son, A. D. Cartwright, Jr., usually called Buddy. Growing up in the business, Buddy graduated from the University of Tennessee in 1950.

Mr. Cartwright credits the finely
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Juniper, arborvitae and ilex account for a majority of the 100 evergreen varieties grown at Cartwright Nursery Co., Collierville, Tenn. Shown above are fields of globe (left) and upright Von Ehron junipers.



CHARLIE CHESTNUT

NOW IT CAN BE TOLD



Following are some notes which I made up over twenty years ago, which I never got around to write up because Emil was reluctant to let me do so at the time, as you will see. This story dont have much to do with the nursery business except in a round about way. Some of the older members may be a little surprised, particularly you that were involved in these events, which up to now may have seemed of no special interest.

* * * * *

It was a day in late summer, I remember the day well. As I said, it was many years ago. I got to work one morning and found Emil at his desk in the office.

"Whats doing this morning?", I said.

He didnt say anything but kept on with what he was doing. He was patching his old hip boots. He had them standing on his desk and he was patching up the leaks with tire patch. (He has got the same boots today, about 50 per cent patches.)

"Why dont you throw them old boots out or else sell them for old rubber? Where did you get them boots anyway?", I said.

"Got them from the widow of old Helms Heritage," Emil said, "She was cleaning out some stuff one day after Helms died and she gave me these boots. And you know them arrowheads I got in that case hung there on the wall in the front parlor, she give me them too at the same time," Emil continued.

"Didnt you pay her nothing for them arrows?", I said. "How come she just gave them to you?"

"She said she was sick and tired of dusting around them and she never had no use for arrowheads in the first place," Emil said.

Emil rummaged around in the bottom drawer of his desk and come up with two arrowheads and handed them to me. "Helms made one and found the other one on his farm. He used to keep a box full of arrows with numbers stuck on with adhesive tape; part he made himself and part he picked up on his farm. He had a standing offer of \$1.00 if anybody could sort out which was which, but nobody

ever did. There wasnt no difference at all."

"How did he get onto making arrowheads in the first place, I thought that was a lost art," I said.

"Thats quite a story," Emil began. "You know Indian Point on the lake up north of Lake Park? Years ago before Helms' time there was an Indian village on that point. They claim there was 800 Indians there at one time. They lived there up to about the year 1800, when they moved west."

"Years later when Helms owned

that land and ran a farm there he used to turn up thousands of arrows and other Indian tools like axes, bowls, mortars, pipes, tomahawks, sharpened bones, etc. Then he found pieces of flint rock. Gradually he figured out the trick of making arrows and other things just like the Indians made them. In them days collecting Indian relics was quite a pastime, before radio and television and automobiles and all the rest of the things that drive people nutty today. Helms used to do quite a little business with people by mail too."

"How did he make the arrows? The members would like to know about that," I said.

"Well I watched him do it years later. First he found some boulders about a foot across that was hollowed out a little on the top side like somebody had been pounding on them. Then he found some pieces of stone that was shaped like a hammer."

"By holding a piece of flint rock in one hand on this flat stone and hitting it with the hammer, the rock split off in different sizes, you never could tell what size it would be until it split off. Sometimes there was several pieces usually coming to a point on one end."

"For a long time he couldnt figure out the next move, until he experimented with a hard, dried bone like the bone out of a dog's leg. By putting pressure on the bone and giving it a sharp twist, he found he could make arrows. I've seen him make a good arrow in about five minutes."

"What I started out to tell about was when the World's Fair opened up in Chicago, in '92 or '93. Interest in Indian things was at a peak then. Helms was just a young fellow then, but he took a notion to open an exhibit at the fair."

"He gathered a lot of stuff together, including arrows of all sizes, fluted axes, pipes, bowls and a lot of stuff that nobody knew what some of the things was used for."

"By the way, one time he was seining carp there on the lake one

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MONROVIA FIESTA



Marking its 35th anniversary of operation, the Monrovia Nursery Co. featured a fiesta at its establishment at Azusa, Calif., September 19. About 1,300 persons took part in the celebration, which offered many typically Spanish features. The program began at noon with a luncheon and extended through 9 p. m., with a barbecue dinner from 6 p. m. on. Music and entertainment were offered continuously, and games, sports events and cards were available for adults. Highlighting the special program for children was the breaking of several imported pinatas. The heated swimming pool attracted both young and old.

Among the out-of-state visitors were Louis Dank, New York city; Mr. and Mrs. Bolke, Sheboygan, Wis.; Mr. and Mrs. Al Guard, Scottsdale, Ariz., and the William Houlkins, Alaska.

Pictured above beside a huge cake, baked for the occasion in the form of a high-crowned sombrero, are Howard Past, president, at the left, and Martin Usrey, general manager, who headed staff members in greeting guests.

ONE GOOD TREE SELLS ANOTHER

Each tree of Armstrong's complete line of vigorous, field-fresh fruit, shade and flowering trees is its own best advertisement! Each tree has the kind of quality which assures you of stock you can . . .

SELL WITH COMPLETE CONFIDENCE . . . FOR CUSTOMERS TO GROW WITH COMPLETE CONFIDENCE.

A big, typical Armstrong tree like this with its husky root system is a living example of the quality your customers can see and feel.

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DOUBLE DELIGHT AND SATURN

These exclusive new patented Armstrong varieties provide the best reason a man ever had for being your customer — double value! Gorgeous spring flowers are followed by delicious fruit, a single tree doing double duty, both ornamental and fruitful. Both varieties are outstanding achievements of Armstrong fruit research — adaptable wherever peaches are normally grown. And they'll be widely publicized and advertised by Armstrong to bring buyers right to your door.

Each spring Double Delight and Saturn are loaded with big, double blooms, each a magnificent spectacle of spring color. Then in midsummer both varieties ripen huge crops of big, delectable yellow-fleshed peaches. Double Delight is a perfect companion for Saturn because it blooms later and fruits earlier.

ALL THESE AND MORE

FRUIT TREES

PEACH • APRICOT
PLUM • APPLE
NECTARINE • PEAR
CHERRY • FIG
PERSIMMON • NUT
FRUITING-FLOWERING PEACH
DWARF PEACH
DWARF PEAR
POMEGRANATE • QUINCE
JUJUBE • DWARF APPLES

SHADE TREES

ALBIZZIA • ASH • BIRCH
CATALPA • ELM • MAPLE
FRUITLESS MULBERRY
MORaine ASH
MORaine LOCUST

FLOWERING TREES

PEACH • PLUM
CRAB APPLE

Write Today For Our Wholesale List

Armstrong

**NURSERIES
Ontario, California**

HESS' QUALITY POT-GROWN LINERS

FOR IMMEDIATE SHIPMENT

ROOTED CUTTINGS FROM 2 1/4-IN. POTS

	Per 10	Per 100		Per 10	Per 100
Azalea Delaware Valley	3.00	\$20.00	Juniperus horizontalis	1.00	\$3.00
White	3.00	\$20.00	willoni glauca	3.00	\$20.00
Azalea calendulacea	3.00	20.00	Juniperus pfitzeriana	3.00	22.50
Azalea Hino-Crimson	3.00	20.00	compacta	3.00	22.50
Azalea Palestrina	3.00	20.00	Juniperus pfitzeriana nana	3.00	22.50
Azalea Sherwood Red	3.00	20.00	Mahonia bealei	3.00	20.00
Azalea vaseyi	3.00	20.00	Metasequoia	5.00	40.00
Azalea viscosa	3.00	20.00	glyptostroboides	5.00	40.00
Berberis julianae	3.00	20.00	Oxydendrum arboreum	5.00	40.00
Buxus handsworthii	3.00	20.00	Picea canadensis	5.00	40.00
Buxus koreana	3.00	20.00	Picea niddiformis	5.00	40.00
Buxus sempervirens	3.00	20.00	Pieris japonica	3.00	20.00
Chamaecyparis cyano	3.00	20.00	Prunus laurocerasus	3.00	20.00
viridis	3.00	20.00	schipkaensis	5.00	40.00
Chamaecyparis filifera	3.00	20.00	Rhododendron wilsoni	3.00	20.00
aurea	3.00	20.00	Sarcococca hookeriana	3.00	20.00
Cotoneaster adpressa	3.00	20.00	humilis	3.00	20.00
praecox	3.00	20.00	Taxus Anthony Wayne	3.00	20.00
Cotoneaster conspicua	3.00	20.00	(Plant Patent 1617), 2-yr.	3.50	25.00
decidua	3.00	20.00	Taxus cuspidata aurea	3.50	25.00
Cotoneaster conspicua	3.00	20.00	Taxus cuspidata capitata	3.50	25.00
decora	3.00	20.00	Taxus cuspidata	3.50	22.50
Cotoneaster horizontalis	3.00	20.00	densiformis	3.50	22.50
Cotoneaster horizontalis	3.00	20.00	Taxus cuspidata	3.50	22.50
perpusilla	3.00	20.00	F. & F. compacta	3.50	22.50
Cotoneaster microphylla	3.00	20.00	Taxus media	3.50	22.50
glacialis	3.00	20.00	Taxus media browni	3.50	22.50
Cotoneaster microphylla	3.00	20.00	Taxus media cliftoni	3.50	22.50
praecox	3.00	20.00	Taxus media Halloran	3.50	22.50
Euonymus alatus	3.00	20.00	Taxus media hatfieldi	3.50	22.50
compactus	3.00	20.00	Taxus media henryi	3.50	22.50
Ilex cornuta burfordi	3.00	20.00	Taxus media hicksi	3.50	22.50
Ilex crenata helleri	3.00	20.00	Taxus media	3.50	22.50
Ilex crenata hetzi	3.00	20.00	Moon's columnaris	3.50	22.50
Ilex crenata	3.00	20.00	Taxus media Vermeulen	3.50	22.50
Kohl's fastigiata	3.00	20.00			
Ilex crenata	3.00	20.00			
microphylla	3.00	20.00			
Ilex crenata	3.00	20.00			
rotundifolia	3.00	20.00			
Ilex opaca Arden	4.00	30.00			
Ilex opaca Hedge Holly	4.00	30.00			
Ilex opaca Hookstraw	4.00	30.00			
3-in. pots, 8 to 12 ins.	7.00	60.00			
Ilex opaca	5.00	40.00			
Judge Brown	5.00	40.00			
Ilex opaca Miss Helen	7.50	65.00			
1-yr. grafts	7.50	65.00			
Ilex opaca mascula	7.00	60.00			
3-in. pots, 8 to 12 ins.	7.00	60.00			
Ilex pernyi Brilliant	5.00	40.00			
Juniperus depressa	3.00	20.00			
plumosa	3.00	20.00			
Juniperus glauca hetzi	3.00	20.00			
Juniperus horizontalis	3.00	20.00			
Bar Harbor	3.00	20.00			

COMPLETE LIST OF LINERS ON REQUEST

Hess' Nurseries P. O. Box 128 Wayne, New Jersey



P. O. Box 1000 Phone: CH 6-2185 East Hartford 8, Conn.

CONNECTICUT VALLEY GROWN FOR QUALITY

Norway Maples

1 to 1 1/4-in. cal., 9 to 11 ft.	\$4.00
1 1/4 to 1 1/2-in. cal., 9 to 11 ft.	4.50
1 1/2 to 2-in. cal., 10 to 12 ft.	6.00

Locust, Shademaster and Imperial

1 to 1 1/4-in. cal., 8 to 10 ft.	6.00
1 1/4 to 1 1/2-in. cal., 9 to 11 ft.	7.00

**The Garden Living Industry's
CONVENTION**
January 8 to 11
Hotel Concord • Monticello, N.Y.
For information, accommodations, or exhibit space —
ED KIRK • P. O. BOX 612 • ALBANY, N. Y.

LINING-OUT STOCK

Azaleas, Flowering Crab, Ilex, Juniper,
Magnolia, Taxus, etc.

WOODFERN NURSERY

Woodfern Rd. Neshaun Sta., N. J.
Price list sent on request.

COMING EVENTS

MEETING CALENDAR

November 9 and 10—Holly Society of America, fall meeting, Williamsburg, Va.
November 30 and December 1—Wisconsin Nurserymen's Association, annual winter meeting, Hotel Lorraine, Madison, Wis.

December 4 and 5—Minnesota State Nurserymen's Association, annual convention, Curtis hotel, Minneapolis, Minn.

December 6 to 9—Plant Propagators Society, annual meeting, Manger Annapolis hotel, Washington 5, D. C.

December 11 and 12—Nebraska Association of Nurserymen, annual convention, Cornhusker hotel, Lincoln, Neb.

December 27—Connecticut Nurserymen's Association, annual meeting, Waverly Inn, Cheshire, Conn.

January 7—National Landscape Nurserymen's Association, annual convention, Hotel Continental, Kansas City, Mo.

January 7 to 9—North Carolina Association of Nurserymen, annual short course, College Union, North Carolina State College, Raleigh, N. C.

January 8 and 9—New York State Arborist Association, annual convention, Statler hotel, on Cornell University campus, Ithaca, N. Y.

January 8 to 10—Indiana Association of Nurserymen, winter meeting, Purdue Memorial Center, Purdue University, Lafayette, Ind.

January 8 to 10—Western Association of Nurserymen, annual convention, Hotel Continental, Kansas City, Mo.

January 8 to 11—Eastern Regional Nurserymen's Association and New York State Nurserymen's Association, joint convention and trade exposition, Concord hotel, Kiamesha Lake, N. Y.

January 10 to 12—Indiana Arborists' Association, Purdue Memorial Center, Purdue University, Lafayette, Ind.

January 11 to 13—Iowa Nurserymen's Association, winter meeting, Savery hotel, Des Moines, Ia.

January 15—National Mail Order Nurserymen's Association, winter meeting, Hotel La Salle, Chicago, Ill.

January 15 to 17—Illinois State Nurserymen's Association, annual convention, Hotel La Salle, Chicago, Ill.

January 16 and 17—Maryland Nurserymen's Association, winter meeting, Sheraton Inn, Baltimore, Md.

January 17 and 18—Connecticut nurserymen's short course, college of agriculture, University of Connecticut, Storrs, Conn.

January 18—Kansas Arborists Association, annual meeting, Wareham hotel, Manhattan, Kan.

January 18 and 19—Kansas State Shade Tree Conference, annual meeting, Kansas State University, Manhattan, Kan.

January 21 to 23—Virginia Nurserymen's Association, annual convention, Hotel John Marshall, Richmond, Va.

January 22 to 24—Ontario Nurserymen's Association, annual convention, Sheraton-Connaught hotel, Hamilton, Ont., Canada.

January 22 to 24—Kentucky State

[Continued on page 22]

PRE-SOLD PRIZE WINNERS FROM PETERSON & DERING

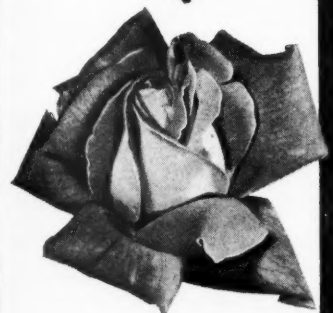


Here are three roses with built-in demand—prize winners all... and all powerfully supported with national advertising and publicity. Stock up on these sturdy beauties—they're among the very best for 1962.



GOLDEN SLIPPERS (PPAF)—The only floribunda to win the AARS award since 1960. Unbelievably brilliant orange blooms create interest everywhere. A sturdy low-growing rose, recommended for beds and landscaping—sell in half-dozens and dozens for borders and massed plantings.

MEMORIAM (PPAF)—Large, perfectly-formed pink hybrid tea of exquisite color and form. Holds Gold Medal from Portland International Rose Test Gardens. Easy-to-grow sturdy plant of medium height begins to bloom in early spring. Recommend Memorial for large, lovely, exceptionally long-lasting cut flowers, excellent for arrangements and exhibition.



CORONADO (PPAF)—This 1961 introduction is an unusual red and gold bi-color hybrid tea that blooms continuously throughout the summer. Fragrant flowers are huge, often 8 inches to 9 inches across, with long stems on a tall, spectacular plant. An award winner four times over in stiff European trials.

P&D's AWARD-WINNING ROSES ARE GUARANTEED TO GROW AND BLOOM... YOUR ASSURANCE OF SATISFIED CUSTOMERS

PLUS... MORE ADVERTISING MORE PUBLICITY MORE NEW ROSES

Full pages of color advertising in garden magazines were run in 1961, and more advertising will appear next spring. Many other supporting ads in color and black - and - white have appeared in garden pages, rose show programs and other publications across the country.

Magazine covers, color inserts and newspapers throughout the country have carried color and black-and-white pictures of Golden Slippers, Memorial and Coronado, as well as other P&D introductions. No effort has been spared to build nationwide demand for these unexcelled prize-winning roses.

With prize-winners in the lead, we are introducing 16 new roses this year in all desirable colors, white and pastels, including new hybrid teas, grandifloras and floribundas. P&D roses have flexible, fibrous roots and short shanks. They are easy to pot, easy to grow—and you can sell them with confidence. For color reproductions and list of roses hybridized by Peterson & Dering, consult our 1961 Rose Reference Book, or contact us immediately.

Peterson & Dering
ROSE GROWERS

BOX 475-AN
SCAPPOOSE, OREGON
Telephone Linden 3-6323



Oregon's Best Source of Good Roses

Cartwright Nursery Co.

We are having a wonderful growing season, and we have available for the 1961 season the largest stock of top-quality evergreens that we have ever offered. We would be very happy to have you visit us at the nursery and see our stock growing in the fields. We are, at this time, using 2400 acres of good west Tennessee land to produce for you the very best in evergreens, and we think it would be worth your time to visit us if you are interested in the best stock available at reasonable prices.

AMERICAN ARBORVITAE VARIETIES

(Thuja occidentalis)

	Each Per 10	Each Per 100		Each Per 10	Each Per 100
Dark Green American Arborvitae			Globe compacta Arborvitae, Parsons		
18 to 24 ins.	\$1.25	\$1.00	12 to 15 ins.	\$1.25	\$1.00
24 to 30 ins.	1.75	1.50	15 to 18 ins.	1.50	1.25
30 to 36 ins.	2.25	2.00	Siberian Arborvitae		
3 to 4 ft.	3.00	2.50	(Thuja saccata)		
Compacta erecta Globe Arborvitae			12 to 15 ins.	1.25	1.00
12 to 15 ins.	1.25	1.00	15 to 18 ins.	1.50	1.25
15 to 18 ins.	1.50	1.25	18 to 24 ins.	1.75	1.50
18 to 24 ins.	1.75	1.50	24 to 30 ins.	2.25	2.00
24 to 30 ins.	2.25	2.00	30 to 36 ins.	3.00	2.75
30 to 36 ins.	3.00	2.75	Pyramidal American Arborvitae		
Globe American Arborvitae			18 to 24 ins.	1.50	1.25
12 to 15 ins.	1.35	1.10	24 to 30 ins.	1.75	1.50
15 to 18 ins.	1.70	1.40	30 to 36 ins.	2.50	2.25
18 to 24 ins.	2.00	1.75	3 to 4 ft.	3.00	2.75
24 to 30 ins.	2.75	2.50	4 to 5 ft.	4.00	3.50
30 to 36 ins.	3.25	3.00	5 to 6 ft.	4.50	4.00
			6 to 8 ft.	5.50	5.00

ORIENTAL ARBORVITAE VARIETIES

(Thuja orientalis)

	Each Per 10	Each Per 100		Each Per 10	Each Per 100
Baker Arborvitae			Excelsa Arborvitae		
24 to 30 ins.	\$1.50	\$1.25	24 to 30 ins.	\$1.50	\$1.25
30 to 36 ins.	1.75	1.50	30 to 36 ins.	2.00	1.50
3 to 4 ft.	2.25	2.00	3 to 4 ft.	2.50	2.00
4 to 5 ft.	3.00	2.75	4 to 5 ft.	3.00	2.75
Berkmans Golden Arborvitae			Mayhew Arborvitae		
12 to 15 ins.	1.25	1.00	24 to 30 ins.	1.50	1.25
15 to 18 ins.	1.50	1.25	30 to 36 ins.	1.75	1.50
18 to 24 ins.	1.75	1.50	3 to 4 ft.	2.25	2.00
24 to 30 ins.	2.25	2.00	4 to 5 ft.	3.00	2.75
30 to 36 ins.	2.75	2.50	Newark Arborvitae		
Blue Cone Arborvitae			24 to 30 ins.	1.50	1.25
18 to 24 ins.	1.35	1.10	30 to 36 ins.	1.75	1.50
24 to 30 ins.	1.70	1.40	3 to 4 ft.	2.25	2.00
30 to 36 ins.	1.90	1.65	4 to 5 ft.	3.00	2.75
Bonita Arborvitae					
15 to 18 ins.	1.60	1.35			
18 to 24 ins.	1.85	1.60			
24 to 30 ins.	2.25	2.00			

JUNIPERS — SPREADING VARIETIES

	Each Per 10	Each Per 100		Each Per 10	Each Per 100
Andorra Juniper			Pfitzer Nana Juniper, Armstrong's		
12 to 15 ins.	\$1.35	\$1.10	12 to 15 ins.	\$1.50	\$1.20
15 to 18 ins.	1.60	1.35	15 to 18 ins.	1.85	1.60
18 to 24 ins.	2.00	1.75	18 to 24 ins.	2.50	2.20
24 to 30 ins.	2.50	2.25	30 to 36 ins.	3.25	3.00
30 to 36 ins.	3.25	3.00	Maney Juniper		
Chinensis procumbens Juniper			15 to 18 ins.	2.00	1.75
12 to 15 ins.	1.50	1.25	18 to 24 ins.	2.50	2.25
15 to 18 ins.	2.00	1.75	24 to 30 ins.	3.25	3.00
Hetz glauca Juniper			Repandens Juniper		
12 to 15 ins.	1.35	1.10	15 to 18 ins.	1.35	1.10
15 to 18 ins.	1.60	1.35	Sabina Juniper		
18 to 24 ins.	2.00	1.75	12 to 15 ins.	1.25	1.00
24 to 30 ins.	2.50	2.25	15 to 18 ins.	1.50	1.25
30 to 36 ins.	3.25	3.00	18 to 24 ins.	2.00	1.75
Hetz glauca Juniper (Sheared Globe)			Sabina horizontalis Juniper		
15 to 18 ins.	1.75	1.50	12 to 15 ins.	1.50	1.25
18 to 24 ins.	2.25	2.00	15 to 18 ins.	2.00	1.75
24 to 30 ins.	2.75	2.50	18 to 24 ins.	2.50	2.25
30 to 36 ins.	3.25	3.00	24 to 30 ins.	3.00	2.75
Pfitzer Juniper			Sabina Von Ehron Juniper		
12 to 15 ins.	1.50	1.20	15 to 18 ins.	1.60	1.35
15 to 18 ins.	1.75	1.50	18 to 24 ins.	2.00	1.75
18 to 24 ins.	2.25	2.00	24 to 30 ins.	2.50	2.25
24 to 30 ins.	2.75	2.50	30 to 36 ins.	3.25	3.00
30 to 36 ins.	3.50	3.25	Sabina Von Ehron Juniper (Sheared Globe)		
Blue Vase Juniper			15 to 18 ins.	1.75	1.50
15 to 18 ins.	1.85	1.60	18 to 24 ins.	2.25	2.00
18 to 24 ins.	2.50	2.20	24 to 30 ins.	2.75	2.50
Pfitzer compacta Juniper, Kallay			30 to 36 ins.	3.25	3.00
12 to 15 ins.	1.50	1.20	36 to 42 ins.	4.00	3.50
15 to 18 ins.	1.75	1.50	Virginiana Juniper		
18 to 24 ins.	2.25	2.00	15 to 24 ins.	2.00	1.75
Pfitzer compacta Juniper, Nick's			24 to 30 ins.	2.50	2.25
12 to 15 ins.	1.50	1.20			
15 to 18 ins.	1.75	1.50			
18 to 24 ins.	2.25	2.00			
24 to 30 ins.	2.75	2.50			
30 to 36 ins.	3.50	3.25			

JUNIPERS — UPRIGHT VARIETIES

All many times sheared, specimen-quality evergreens.

	Each Per 10	Each Per 100		Each Per 10	Each Per 100
Chinensis variegata Juniper			Excelsa stricta Juniper		
18 to 24 ins.	\$2.00	\$2.00	12 to 15 ins.	1.25	1.00
2 to 3 ft.	2.50	2.50	15 to 18 ins.	1.50	1.25
Excelsa stricta Juniper			18 to 24 ins.	1.75	1.50
12 to 15 ins.	1.25	1.00	24 to 30 ins.	2.25	2.00
15 to 18 ins.	1.50	1.25	30 to 36 ins.	3.00	2.75
18 to 24 ins.	1.75	1.50	3 to 4 ft.	3.75	3.50
24 to 30 ins.	2.25	2.00	4 to 5 ft.	4.50	4.00
30 to 36 ins.	3.00	2.75	Fastigiata Juniper		
Fastigiata Juniper			24 to 30 ins.	1.20	1.00
24 to 30 ins.	1.20	1.00	30 to 36 ins.	1.50	1.25
30 to 36 ins.	1.50	1.25	3 to 4 ft.	1.75	1.50
3 to 4 ft.	2.00	1.75	4 to 5 ft.	2.00	1.75
4 to 5 ft.	2.25	2.00	5 to 6 ft.	2.25	2.00
5 to 6 ft.	2.50	2.25	6 to 8 ft.	3.50	3.00
6 to 8 ft.	3.50	3.00	Hetz glauca Juniper (Staked)		
Hetz glauca Juniper (Staked)			2 to 3 ft.	3.00	3.00
2 to 3 ft.	3.00	3.00	3 to 4 ft.	4.25	4.25
3 to 4 ft.	4.25	4.25	4 to 5 ft.	5.25	5.25
4 to 5 ft.	5.25	5.25	Manhattan Blue Juniper		
Manhattan Blue Juniper			2 to 3 ft.	2.75	2.75
2 to 3 ft.	2.75	2.75	3 to 4 ft.	4.00	4.00
3 to 4 ft.	4.00	4.00	Nova Juniper		
Nova Juniper			2 to 3 ft.	2.50	2.50
2 to 3 ft.	2.50	2.50	3 to 4 ft.	4.00	4.00
3 to 4 ft.	4.00	4.00	4 to 5 ft.	4.50	4.50
4 to 5 ft.	4.50	4.50	Sabina Von Ehron Juniper (Staked)		
Sabina Von Ehron Juniper (Staked)			2 to 3 ft.	3.00	3.00
2 to 3 ft.	3.00	3.00	3 to 4 ft.	4.25	4.25
3 to 4 ft.	4.25	4.25	4 to 5 ft.	5.25	5.25
4 to 5 ft.	5.25	5.25	Virginiana Juniper (Red Cedar)		
Virginiana Juniper (Red Cedar)			4 to 5 ft.	3.50	3.50
4 to 5 ft.	3.50	3.50	5 to 6 ft.	4.50	4.50
5 to 6 ft.	4.50	4.50	Virginiana Juniper (Red Cedar)		
Virginiana Juniper (Red Cedar)			(Standards, ball shape)		
(Standards, ball shape)			3 to 4 ft.	5.50	5.50
3 to 4 ft.	5.50	5.50	Virginiana Burk Juniper		
Virginiana Burk Juniper			2 to 3 ft.	2.75	2.75
2 to 3 ft.	2.75	2.75	3 to 4 ft.	4.00	4.00
3 to 4 ft.	4.00	4.00	4 to 5 ft.	5.00	5.00
4 to 5 ft.	5.00	5.00	Virginiana Canaert Juniper		
Virginiana Canaert Juniper			2 to 3 ft.	2.75	2.75
2 to 3 ft.	2.75	2.75	3 to 4 ft.	4.00	4.00
3 to 4 ft.	4.00	4.00	4 to 5 ft.	5.00	5.00
4 to 5 ft.	5.00	5.00	Virginiana Dundee Juniper		
Virginiana Dundee Juniper			2 to 3 ft.	2.75	2.75
2 to 3 ft.	2.75	2.75	3 to 4 ft.	4.00	4.00
3 to 4 ft.	4.00	4.00	Virginiana glauca Juniper		
Virginiana glauca Juniper			2 to 3 ft.	2.75	2.75
2 to 3 ft.	2.75	2.75	3 to 4 ft.	4.00	4.00
3 to 4 ft.	4.00	4.00	Virginiana Keteleer Juniper		
Virginiana Keteleer Juniper			2 to 3 ft.	2.25	2.25
2 to 3 ft.	2.25	2.25	3 to 4 ft.	3.50	3.50
3 to 4 ft.	3.50	3.50	4 to 5 ft.	5.50	5.50
4 to 5 ft.	5.50	5.50	Cupressifolia Juniper		
Cupressifolia Juniper			2 to 3 ft.	2.75	2.75
2 to 3 ft.	2.75	2.75	3 to 4 ft.	4.00	4.00
3 to 4 ft.	4.00	4.00			

Chicago Representatives

SKYVIEW WHOLESALE NURSERY SALES

3852 S. Harlem, Lyons, Ill.

Phone: HI 7-4610

BROAD-LEAVED EVERGREENS

All quotations are for B&B stock.

	Each	Each		Each	Each
	Per 10	Per 100		Per 10	Per 100
<i>grandiflora</i>	\$1.50	\$1.25	<i>Ilex crenata repandens</i>	\$1.25	\$1.00
3 to 3 ft.			12 to 15 ins.	1.50	1.25
3 to 4 ft.	2.00	1.75	15 to 18 ins.	2.00	1.75
<i>julianae</i>	1.75	1.50	18 to 24 ins.	2.25	2.00
3 to 18 ins.	2.25	2.00	24 to 30 ins.	3.00	2.75
3 to 24 ins.	2.75	2.50	30 to 36 ins.		
3 to 30 ins.	3.25	3.00	<i>Ilex crenata rotundifolia</i>	1.15	1.00
<i>woodlandi</i>	.70	.60	12 to 15 ins.	1.40	1.25
3 to 8 ins.	.85	.75	15 to 18 ins.	1.65	1.50
3 to 10 ins.	1.15	1.00	18 to 24 ins.	2.25	2.00
3 to 12 ins.	1.40	1.25	24 to 30 ins.	3.00	2.75
3 to 15 ins.	1.65	1.50	30 to 36 ins.	4.00	3.50
3 to 18 ins.	2.25	2.00	3 to 4 ft.		
<i>sempervirens</i>	1.20	1.00	<i>Ilex crenata rotundifolia (Pyramida)</i>	2.00	1.75
3 to 12 ins.	1.40	1.25	18 to 24 ins.	2.50	2.25
3 to 15 ins.	2.25	2.00	24 to 30 ins.	3.75	3.25
3 to 18 ins.	3.25	3.00	<i>Ilex glabra</i>	1.75	1.50
3 to 24 ins.	4.50	4.00	18 to 24 ins.	2.25	2.00
<i>welleri</i>	1.40	1.25	24 to 30 ins.	2.75	2.50
3 to 15 ins.	2.25	2.00	30 to 36 ins.		
3 to 18 ins.	2.25	2.00	<i>Ilex opaca, seedlings</i>	1.75	1.50
<i>magus fruitlandi</i>	1.50	1.25	2 to 3 ft.	2.75	2.50
3 to 3 ft.	2.25	2.00	3 to 4 ft.	3.75	3.50
3 to 4 ft.	2.25	2.00	4 to 5 ft.	5.50	5.00
<i>magus simoni</i>	1.50	1.25	5 to 6 ft.	7.00	6.50
3 to 3 ft.	2.25	2.00	<i>Ilex opaca Ardens</i>	2.25	2.00
3 to 4 ft.	2.25	2.00	2 to 3 ft.	3.50	3.00
<i>magus alatus compactus</i>	1.75	1.50	3 to 4 ft.		
3 to 24 ins.	2.25	2.00	<i>Ilex opaca Croonenburg</i>	2.25	2.00
3 to 30 ins.	2.75	2.50	2 to 3 ft.	3.25	3.00
3 to 36 ins.			3 to 4 ft.	4.25	4.00
<i>magus fortunei erectus</i>	1.25	1.00	4 to 5 ft.	5.25	5.00
3 to 18 ins.	1.50	1.25	5 to 6 ft.		
3 to 24 ins.	1.70	1.50	<i>Ilex opaca East Palatka</i>	1.75	1.50
3 to 30 ins.	2.00	1.75	2 to 3 ft.	2.75	2.50
3 to 36 ins.	2.75	2.50	3 to 4 ft.	3.75	3.50
<i>magus patens</i>	1.20	1.00	4 to 5 ft.	5.50	5.00
3 to 24 ins.	1.75	1.50	<i>Ilex opaca fosteri</i>	2.25	2.00
3 to 3 ft.	2.25	2.00	2 to 3 ft.	3.25	3.00
3 to 4 ft.			3 to 4 ft.	4.25	4.00
<i>magus radicans, assorted types</i>	1.25	1.00	4 to 5 ft.	5.50	5.00
3 to 18 ins.	1.50	1.25	<i>Ilex opaca howardi</i>	2.25	2.00
3 to 24 ins.	1.75	1.50	2 to 3 ft.	3.25	3.00
3 to 30 ins.	2.25	2.00	3 to 4 ft.		
3 to 36 ins.			<i>Ilex opaca Hume No. 2</i>	2.25	2.00
<i>casine angustifolia</i>	3.50	3.00	2 to 3 ft.	3.25	3.00
3 to 4 ft.	5.50	5.00	3 to 4 ft.		
3 to 6 ft.			<i>Ilex opaca Reynolds</i>	2.25	2.00
<i>camuta, selected types, root-pruned—several of our own selections which we feel are superior.</i>	1.50	1.25	2 to 3 ft.	3.50	3.00
3 to 18 ins.	2.00	1.50	3 to 4 ft.	4.50	4.00
3 to 24 ins.	2.50	2.00	4 to 5 ft.		
3 to 30 ins.	3.00	2.75	<i>Ilex opaca Taber</i>	4.25	4.00
3 to 36 ins.	3.75	3.50	4 to 5 ft.	5.25	5.00
<i>camuta burfordi, root-pruned</i>	1.50	1.25	5 to 6 ft.		
3 to 18 ins.	1.75	1.50	<i>Ilex vomitoria</i>	1.40	1.25
3 to 24 ins.	2.00	1.75	18 to 24 ins.	1.75	1.50
3 to 30 ins.	2.75	2.50	24 to 30 ins.	2.25	2.00
3 to 36 ins.	3.50	3.25	30 to 36 ins.	3.00	2.75
<i>camuta Hume, root-pruned</i>	1.50	1.25	3 to 4 ft.	3.75	3.50
3 to 18 ins.	1.75	1.50	<i>Ilex vomitoria nana</i>	1.75	1.50
3 to 24 ins.	2.25	2.00	12 to 15 ins.	2.25	2.00
3 to 30 ins.	2.75	2.50	15 to 18 ins.	2.75	2.50
3 to 36 ins.			18 to 24 ins.		
<i>camuta rotunda</i>	1.25	1.00	<i>Ilex vomitoria Pride of Houston</i>	1.40	1.25
3 to 12 ins.	1.75	1.50	18 to 24 ins.	1.75	1.50
3 to 15 ins.	2.25	2.00	24 to 30 ins.	2.25	2.00
3 to 18 ins.	2.75	2.50	30 to 36 ins.	3.00	2.75
<i>camuta Biloxi</i>	1.25	1.00	3 to 4 ft.		
3 to 15 ins.	1.50	1.25	<i>Jasmine, floridum</i>	1.20	1.00
3 to 18 ins.	1.75	1.50	15 to 18 ins.	1.50	1.25
3 to 24 ins.	2.25	2.00	18 to 24 ins.	1.75	1.50
3 to 30 ins.	2.75	2.50	2 to 3 ft.		
3 to 36 ins.			<i>Laurel, Cherry</i>	1.50	1.25
<i>camuta convexa</i>	1.25	1.00	2 to 3 ft.	1.75	1.50
3 to 15 ins.	1.50	1.25	3 to 4 ft.	2.50	2.25
3 to 18 ins.	1.75	1.50	4 to 5 ft.	3.50	3.00
3 to 24 ins.	2.25	2.00	5 to 6 ft.		
3 to 30 ins.	2.75	2.50	<i>Ligustrum lucidum (Black Wax)</i>	1.20	1.00
3 to 36 ins.			18 to 24 ins.	1.50	1.25
<i>camuta convexa compacta</i>	2.00	1.75	24 to 30 ins.	1.75	1.50
3 to 18 ins.	2.25	2.00	30 to 36 ins.		
3 to 24 ins.			<i>Ligustrum lucidum Suwannee River</i>	1.15	1.00
<i>camuta hetzi</i>	1.20	1.00	15 to 18 ins.	1.40	1.25
3 to 15 ins.	1.50	1.25	18 to 24 ins.	1.65	1.50
3 to 18 ins.	1.75	1.50	24 to 30 ins.	2.00	1.75
3 to 24 ins.	2.50	2.25	30 to 36 ins.	2.50	2.25
3 to 30 ins.			<i>Magnolia grandiflora</i>	1.75	1.50
<i>camuta Magda</i>	1.50	1.25	2 to 3 ft.	2.75	2.50
3 to 15 ins.	1.75	1.50	3 to 4 ft.	3.75	3.50
3 to 18 ins.			4 to 5 ft.	5.50	5.00

	Each	Each
	Per 10	Per 100
<i>Nandina domestica</i>	\$0.90	\$0.75
15 to 18 ins.	1.20	1.00
18 to 24 ins.	1.50	1.25
24 to 30 ins.	1.75	1.50
30 to 36 ins.	2.25	2.00
3 to 4 ft.		
<i>Osmanthus fortunei</i>	1.75	1.50
18 to 24 ins.	2.25	2.00
24 to 30 ins.	2.75	2.50
30 to 36 ins.		
<i>Viburnum burkwoodi</i>	1.50	1.25
18 to 24 ins.	1.75	1.50
24 to 30 ins.	2.25	2.00
30 to 36 ins.	2.75	2.50
3 to 4 ft.	3.50	3.00
<i>Viburnum chenaulti</i>	1.50	1.25
18 to 24 ins.	1.75	1.50
24 to 30 ins.		
<i>Viburnum juddi</i>	1.50	1.25
18 to 24 ins.	2.00	1.75
24 to 30 ins.	2.50	2.25
30 to 36 ins.		
<i>Viburnum rhytidophyllum</i>	1.50	1.25
18 to 24 ins.	2.00	1.75
24 to 30 ins.	2.50	2.25
30 to 36 ins.		

MISCELLANEOUS CONIFERS

	Each	Each
	Per 10	Per 100
<i>Cedrus atlantica</i>	\$3.00	\$2.75
3 to 4 ft.	4.00	3.75
4 to 5 ft.	5.00	4.75
5 to 6 ft.		
<i>Cedrus deodara</i>	2.00	1.75
2 to 3 ft.	3.00	2.75
3 to 4 ft.	4.00	3.75
4 to 5 ft.		
<i>Chamaecyparis plumosa (Green)</i>	2.00	1.75
2 to 3 ft.	2.50	2.25
3 to 4 ft.	3.50	3.00
4 to 5 ft.	4.25	3.75
5 to 6 ft.		
<i>Chamaecyparis plumosa aurea</i>	2.00	1.75
2 to 3 ft.	2.50	2.25
3 to 4 ft.	3.50	3.00
4 to 5 ft.		
<i>Austrian Pine</i>	2.25	2.00
2 to 3 ft.	3.75	3.25
3 to 4 ft.		
<i>White Pine</i>	2.25	2.00
2 to 3 ft.	3.75	3.25
3 to 4 ft.		
<i>Mugho Pine</i>	2.25	2.00
12 to 15 ins.	2.75	2.50
15 to 18 ins.	3.50	3.00
18 to 24 ins.		

FLOWERING TREES, B & B

We have available on our premises cold storage facilities for Magnolia and other items. Inquire about this.

	Each	Each
	Per 10	Per 100
<i>Magnolia soulangiana</i>	\$2.25	\$2.00
2 to 3 ft.	3.00	2.75
3 to 4 ft.	3.75	3.50
4 to 5 ft.		
<i>White Dogwood</i>	1.50	1.25
2 to 3 ft.	2.00	1.75
3 to 4 ft.	2.50	2.25
4 to 5 ft.	3.50	3.00
5 to 6 ft.	5.00	4.50
6 to 8 ft.		
<i>Pink Dogwood</i>	2.00	1.75
2 to 3 ft.	3.00	2.75
3 to 4 ft.	4.25	3.75
4 to 5 ft.		
<i>Flowering Crab, Katherine (Light Pink)</i>	2.25	2.00
(Semi-Dwarf Shrub Form)	2.75	2.50
4 to 5 ft.		
<i>Flowering Crab, eleyi (Red)</i>	2.25	2.00
1 to 1 1/4 ins.	2.75	2.50
1 1/4 to 1 1/2 ins.	3.75	3.25
1 1/2 to 2 ins.		
<i>Flowering Crab, Hopa (Deep Pink)</i>	2.25	2.00
1 to 1 1/4 ins.	2.75	2.50
1 1/4 to 1 1/2 ins.	3.75	3.25
1 1/2 to 2 ins.		

CARTWRIGHT NURSERY CO.

Collierville, Tenn. Phone: UL 3-2352
Highway 72-57, 10 miles east of Memphis



P. O. Box 1000

Phone: CH 6-2185

East Hartford, Conn.



Potted Giant Amaryllis

Fully guaranteed to bloom
24 pots per display carton

\$20.40 F. O. B. Windsor, Conn.

Available for Immediate Delivery

Ideal for a Christmas gift.



Fill in and mail coupon today.

Jobbers' inquiries solicited.

Please ship.....carton(s) with 24 prepotted Amaryllis.

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FirmStreet.....

CityState.....

Nurserymen's Association, annual convention, Phoenix hotel, Lexington, Ky.

January 22 to 25—Annual Ohio State University short course for arborists; landscape gardeners and garden center operators, and nurserymen and the annual meeting of the Ohio Nurserymen's Association, Neil House, Columbus, O.

January 23 and 24—Pennsylvania Nurserymen's Association, winter meeting, Penn-Sheraton hotel, Pittsburgh, Pa.

January 23 to 25—Michigan Association of Nurserymen, annual convention, Statler-Hilton hotel, Detroit, Mich.

January 24 and 25—Oregon Association of Nurserymen, winter convention, Marian Motor hotel, Salem, Ore.

January 28 and 29—Tennessee Nurserymen's Association, winter meeting, Capitol Park Inn, Nashville, Tenn.

HOLLY SOCIETY PROGRAM

Meeting at Colonial Williamsburg, Va., November 9 and 10, members of the Holly Society of America will participate in a conducted tour as the first program feature after the registration period. The tour, starting from the information center of the Motor House at 1:30 p. m., will include
[Concluded on page 26]

BURFORD HOLLY

Beautiful sheared specimens to 8 ft.

Available in quantity

also —

Ilex convexa
Ilex crenata

Ilex helleri
Ilex microphylla

Ilex opaca femina
Ilex rotundifolia

White Dogwood
Hornbeam
Shoosmith Juniper

Willow Oak
Flowering Crab Apples
Japanese Live Oak

Specimen material • Trailer truck delivery

Money-making plants and trees for your
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● A BIG PROFIT-MAKER!

● COMPETITIVELY PRICED!

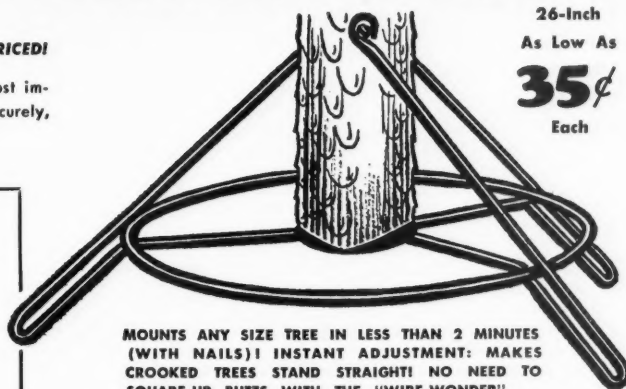
The "Wire-Wonder" is trade-tested and proved to be the most improved design on the market today! It really holds the tree securely, and straight!

- SELL IT FOR \$1.00
- Economical enough to give away with the tree as a FREE PREMIUM to increase sales, build good-will!

BIG 26-INCH SIZE HOLDS BIG HOME-SIZE TREE

	EACH	DOZ.
1 to 23.....	60c	\$7.20
24 to 240.....	50c	6.00
264 to 600.....	45c	5.40
624 to 1008.....	40c	4.80
1032 to 5016.....	35c	4.20

F.O.B. Chicago (nested 24 to a package)

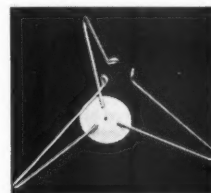


12-INCH "WIRE-WONDER" CHRISTMAS TREE STANDS

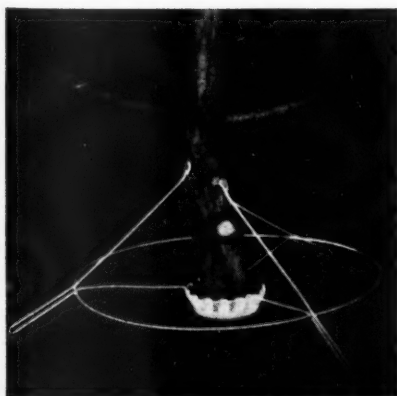
\$3.00 DOZ.

Has most of the features of the larger-size stands.

IN LOTS OF 72 OR MORE
(F.O.B. Chicago)



New—Offered for the first time anywhere!



"WIRE-WONDER" DE LUXE CUP Christmas Tree Stands

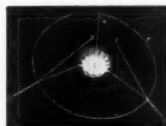
- Large 26-Inch size will hold up to an 8-foot tree!

- Ideal for balsam, fir, spruce and all pines!

The CUP will hold ample water to keep tree fresh and strong. Aids in preventing needle shedding and drying out of tree. Has center pin feature in cup to hold tree securely. Mount tree with nails. Makes crooked trees stand straight.

	EACH	DOZ.
1 to 23..	65c	\$7.80
24 to 240..	60c	7.20
264 to 600..	55c	6.60
624 to 1008..	50c	6.00
1032 to 5016..	45c	5.40

F.O.B. Chicago
(nested 24 to a package)



We are the No. 1 Manufacturer of flocking supplies and equipment . . . so we've had the most experience in producing top-quality products and are able to offer them at the lowest prices on the market! We invite comparison on quality and price. We sell direct from factory to you and pass on the savings directly to you!

TERMS: 25% deposit with order . . . balance C.O.D. Your net remittance with order saves you C.O.D. charges. All F.O.B. Chicago, Ill.

"MIRACLE SELF-STICK PLUSH RAYON BLEND FLOC" for those who want the best at the lowest prices that QUALITY can be priced! Use plain water only . . . NO ADHESIVES. Write for prices today!

Write for information about our brand new COTTON SELF-STICK FLOC at the lowest prices on the market!

Send for
NEW FREE BOOKLET
"22 Money-Makers"

A booklet giving complete details on how to make up the 22 most profitable items in the flocking business.

FLOC-FLO CORPORATION

1043 W. Randolph St., Chicago 7, SE 3-5442

	Each	25 or more
<i>Omanthus fortunei</i>	\$0.85	
12 to 15 ins., B&B	1.00	
15 to 18 ins., B&B	1.25	
18 to 24 ins., B&B	1.50	

	Each	25 or more
<i>Photinia serrulata</i>	1.00	
12 to 24 ins., B&B	1.25	
2 to 3 ft., B&B	1.40	
3 to 4 ft., B&B	1.60	

	Each	25 or more
<i>Pittosporum tobira</i>	1.00	
12 to 15 ins., B&B	1.25	
15 to 18 ins., B&B	1.50	

	Each	25 or more
<i>Podocarpus sinensis</i>	1.00	
12 to 15 ins., B&B	1.25	
15 to 18 ins., B&B	1.50	

	Each	25 or more
<i>Viburnum tinus</i>	2.50	
2 to 4 ft., B&B	3.00	
4 to 5 ft., B&B		

	Each	25 or more
<i>Acer palmatum atropurpureum</i> , seedlings		
(Japanese Red-Leaved Maple)	\$1.00	
12 to 15 ins., B&B	1.50	
15 to 18 ins., B&B		

	Each	25 or more
<i>Barberry, Red-Leaved</i>	1.00	
15 to 18 ins., B&B	1.25	
18 to 24 ins., B&B	1.50	
24 to 30 ins., B&B	1.75	

	Each	25 or more
<i>Cornus florida</i>	1.00	
2 to 3 ft., B&B	1.40	
3 to 4 ft., B&B	2.00	
4 to 5 ft., B&B	3.50	

	Each	25 or more
<i>Cornus florida Cherokee Princess</i>	1.25	
18 to 24 ins., B&B	1.50	
2 to 3 ft., B&B		

	Each	25 or more
<i>Cornus florida rubra</i>	1.25	
18 to 24 ins., B&B	1.50	
2 to 3 ft., B&B	2.50	

	Each	25 or more
<i>Crape Myrtle, Wm. Toovey</i>	.80	
12 to 18 ins., B&B	.90	
18 to 24 ins., B&B	1.00	
2 to 3 ft., B&B		

LINING-OUT STOCK

	Each	Each	Each
	Per 100	Per 1000	Per 1000

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	Each	25 or more
<i>Lonicera Flaming Beauty</i>	\$1.00	
18 to 24 ins., B&B	1.25	
24 to 30 ins., B&B		

	Each	25 or more
<i>Lonicera fragrantissima</i> (Winter Honeysuckle)	1.50	
4 to 5 ft., B&B		

	Each	25 or more
<i>Magnolia soulangiana</i>	1.50	
18 to 24 ins., B&B	1.75	
2 to 3 ft., B&B	2.25	

	Each	25 or more
<i>Magnolia soulangiana nigra</i>	1.25	
18 to 24 ins., B&B	1.50	
2 to 3 ft., B&B		

	Each	25 or more
<i>Magnolia stellata</i>	1.20	
15 to 18 ins., B&B	1.60	
18 to 24 ins., B&B	2.00	

	Each	25 or more
<i>Spiraea reevesiana flore-pleno</i>	.90	
2 to 3 ft., B&B	1.00	
3 to 4 ft., B&B	1.25	

	Each	25 or more
<i>Hedera helix</i> (English Ivy)	1.50	
18 to 24 ins., B&B		

	Each	25 or more
<i>Jasminum floridum</i>	\$0.11	\$0.10
*2 1/2-in. pots	.12	.11

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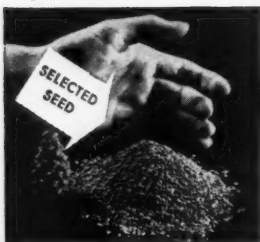
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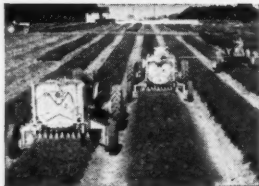
SPECIAL NOTICE: Items marked by (*) asterisk will be available for delivery late spring of 1962. All items not so marked are ready for immediate or later shipment to suit customer's requirements.

T. G. OWEN & SON, INC.

Columbus, Miss.



from
Seed to Seedlings
No Effort is Spared
in producing
**MUSSER QUALITY
TREES**



FASTER GROWTH — QUICKER PROFITS
With Musser Seedlings and Liners

Musser trees with their strong, extensively branched, compact root system will grow and thrive where inferior stock may fail to survive.

Careful Selection of Seed with good heredity—Scientific Culture
—New Techniques in fertilization and spraying—Modern Equip-
ment—Experienced Personnel and large volume production enable us to give you highest-quality stock at lowest possible prices.

A LARGE SELECTION OF SEEDLINGS AND TRANSPLANTS, such as—

50 at 100 rate	Per 100	Per 1000	50 at 100 rate	Per 100	Per 1000
● SPECIAL STRAIN SCOTCH PINE					
Very best Christmas tree strain. Grown from seed collected by our own men from selected parent trees. Exceptionally healthy, sturdy, straight-stemmed. We have all other best strains Scotch Pine.					
2-yr., S., 2 to 4 ins.....	\$ 3.00	\$ 15.00	● JAPANESE YEW—Grown from seed		
2-yr., S., 5 to 10 ins.....	6.00	30.00	<i>Taxus cuspidata capitata</i> —upright		
3-yr., S., 10 to 18 ins.....	9.00	45.00	pyramidal		
3-yr., T., 6 to 12 ins.....	20.00	100.00	(2-1), T., 4 to 8 ins.....		
● WHITE PINE			● JAPANESE YEW—Transplanted rooted cuttings		
3-yr., S., 5 to 10 ins.....	6.00	30.00	<i>Taxus cuspidata</i> —spreading		
4-yr., T., 8 to 16 ins.....	15.00	75.00	1-yr., T., 5 to 6 ins.....		
● MUGHO PINE—best true dwarf			2-yr., T., 6 to 8 ins.....		
2-yr., S., 2 to 3 ins.....	5.00	25.00	<i>Taxus hicksi</i> —upright		
4-yr., T., 3 to 5 ins.....	15.00	75.00	1-yr., T., 5 to 6 ins.....		
● AUSTRIAN PINE			2-yr., T., 6 to 8 ins.....		
2-yr., S., 3 to 6 ins.....	4.00	20.00	<i>Taxus browni</i> —upright		
3-yr., S., 6 to 12 ins.....	7.00	35.00	1-yr., T., 4 to 6 ins.....		
● BLACK HILLS SPRUCE			2-yr., T., 6 to 8 ins.....		
3-yr., S., 4 to 8 ins.....	7.00	35.00	<i>Taxus intermedia</i> —spreading		
4-yr., S., 8 to 12 ins.....	9.00	45.00	1-yr., T., 4 to 6 ins.....		
● NORWAY SPRUCE—Fast-growing			2-yr., T., 6 to 8 ins.....		
2-yr., S., 5 to 10 ins.....	7.00	35.00	● JUNIPER—Blue Pfitzer—Chinensis hetzi		
3-yr., S., 10 to 18 ins.....	9.00	45.00	1-yr., T., 5 to 7 ins.....		
3-yr., T., 5 to 10 ins.....	15.00	75.00	● GLOBE ARBORVITAE		
● WHITE SPRUCE			<i>Woodwardi</i> —dark green		
3-yr., S., 8 to 14 ins.....	8.00	40.00	1-yr., T., 4 to 6 ins.....		
4-yr., T., 6 to 12 ins.....	15.00	75.00	2-yr., T., 5 to 7 ins.....		
● COLORADO BLUE SPRUCE			<i>Hayes's</i> —green		
3-yr., S., 6 to 12 ins.....	11.00	55.00	1-yr., T., 4 to 6 ins.....		
4-yr., T., 4 to 8 ins.....	18.00	90.00	2-yr., T., 6 to 8 ins.....		
● DOUGLAS FIR			● PYRAMIDAL ARBORVITAE—Compacta		
2-yr., S., 4 to 8 ins.....	6.00	30.00	1-yr., T., 5 to 7 ins.....		
3-yr., S., 8 to 12 ins.....	11.00	55.00	● JAPANESE HOLLY		
● JUNIPERUS VIRGINIANA			<i>Ilex rotundifolia</i>		
2-yr., S., 5 to 10 ins.....	7.00	35.00	1-yr., T., 4 to 6 ins.....		
● CANADIAN HEMLOCK			<i>Ilex convexa</i>		
2-yr., S., 3 to 6 ins.....	9.00	45.00	1-yr., T., 4 to 6 ins.....		
3-yr., S., 6 to 10 ins.....	16.00	80.00	<i>Ilex crenata hetzi</i>		
● CONCOLOR FIR			Transplant liners,		
3-yr., S., 6 to 10 ins.....	8.00	40.00	6 to 10 ins.....		
			Seedlings, 12 to 18 ins.....		
			● NORWAY MAPLE		
			Seedlings, 12 to 18 ins.....		
			● WHITE-FLOWERING DOGWOOD		
			Seedlings, 6 to 12 ins.....		

All our 3-yr. and 4-yr. seedlings are root pruned before previous growing season to make semitransplants.

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* NOW OVER 35 MILLION!

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INDIANA, PENNA.

the garden of the governor's palace, smaller nearby gardens and the holly arboretum. At 7 p. m. a banquet will be held in the Virginia room of the Motor House.

At the morning session November 10, the program will be opened with demonstrations and comment on holly arrangements by Mrs. Claud A. Dance, Shreveport, La. President William A. Snyder, Rutgers, the State University, New Brunswick, N. J., will then preside at a business meeting. Following there will be viewing of color slides of holly.

After a buffet luncheon at the Motor House, the afternoon business session will include a discussion of "Experiences with Holly at Williamsburg and Vicinity," by Alden R. Eaton, director of landscape planting and maintenance at Colonial Williamsburg; "More Light on Winter Damage to Holly," a panel discussion, with Daniel G. Fenton, Millville, N. J., moderator, and Paul Bosley, Mentor, O.; Stewart H. McLean, Baltimore, Md., and Warren Steed, Candor, N. C., panel members, and a holly question box.

N. L. N. A. MEET

January 7 has been set as the date for the annual meeting of the National Landscape Nurserymen's Association, according to Alice F. Smart, executive secretary. The Hotel Continental, Kansas City, Mo., has been chosen convention headquarters.

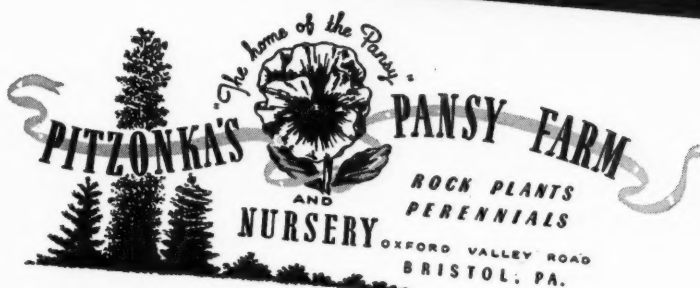
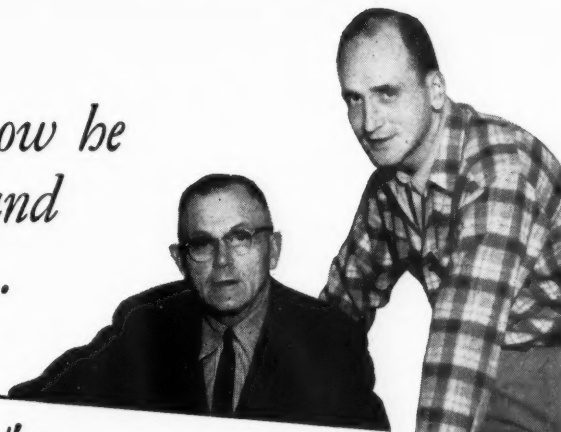
NORTH CAROLINA COURSE

The 25th annual short course, co-sponsored by the North Carolina Association of Nurserymen and North Carolina State College, is scheduled to be held January 7 to 9 at the College Union located on the Raleigh campus. Added features of this year's meeting and trade fair will be a past presidents' banquet and a special program for the ladies, according to Thomas F. Cannon, of the university staff.

SALE of 19 of its 40 acres planted to nursery stock at Glenview, Ill., has been announced by Ralph Synnestvedt & Associates, Inc., Glenview. Special prices are being advertised in order to have the land, which was purchased by the Glenview park district, cleared by next spring.

STARTING the Halco Landscaping Co., 75 Northeast Going street, Portland, Ore., is Lena N. Matheny.

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lowers production costs and
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November 29, 1960

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Along with the money savings with labor, we feel that with this reduction in weed competition, plant growth has been increased. This is reflected in the higher sales we are getting from the Garden Centers and Nurserymen we supply.

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Ilex crenata microphylla to 4 ft.
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Spreading and upright Yews to 4 ft.
American Hollies to 6 ft.
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We can dig; or big reduction if you dig yourself. Time limited.

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Set Hearing Dates For Extension of Beetle Quarantines

The United States Department of Agriculture on October 16 announced public hearings on proposals to quarantine 10 additional states against the Japanese beetle and to add three states to the white-fringed beetle quarantine.

A hearing on the proposal to extend the Japanese beetle quarantine to include the states of California, Georgia, Illinois, Indiana, Iowa, Kentucky, Michigan, Missouri, South Carolina and Tennessee will be held at 10 a.m., central standard time, December 5 in the Peabody hotel, Memphis, Tenn.

The following day, December 6, also in the Peabody hotel, Memphis, a hearing will be held to consider the advisability of quarantining the states of Arkansas, Kentucky and Virginia, because of discovery in those states of infestations of white-fringed beetles.

It is also proposed to regulate the interstate movement, from areas in those states where the beetle has been discovered or other basis for regulation exists, of products and articles likely to spread the pest.

States Previously Quarantined

States now quarantined against the Japanese beetle are Connecticut, Delaware, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, North Carolina, Ohio, Pennsylvania, Rhode Island, Vermont, Virginia and West Virginia and the District of Columbia.

Plans for the white-fringed beetle hearing and proposals for quarantining the three states and for regulating host materials from localized infested areas, largely parallel similar procedures for considering the Japanese beetle situation.

States now having white-fringed beetle regulated areas within their boundaries are Alabama, Florida, Georgia, Louisiana, Mississippi, North Carolina, South Carolina and Tennessee.

Interested persons may testify at either of these hearings or may submit statements to the director of the plant pest control division, agricultural research service, United States Department of Agriculture, Washington 25, D.C., on or before the date of the respective hearings.

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(PINUS THUNBERGI)

We get our seed direct from northern Japan, where centuries of growing on wind-swept shores have given these trees their tendency to be short, full, compact and a beautiful dark green.

	Per 1000
1-yr., S., 3 to 5 ins.	\$ 30.00
2-yr., S., 5 to 6 ins.	50.00
2-yr., S., 6 to 10 ins.	75.00
3-yr., S., 10 to 15 ins.	100.00
3-yr., S., 15 to 24 ins.	150.00
3-yr., T., 12 to 18 ins.	250.00
4-yr., T., 18 to 24 ins., full	500.00
5-yr., T., 24 to 30 ins., full	1000.00
	Each
2 to 3 ft., B&B	\$ 4.00
3 to 4 ft., B&B, wide	7.50
4 to 5 ft., B&B, wide	10.00
5 to 6 ft., B&B, wide	12.50
6 to 8 ft., heavy	20.00
Pinus mughus, limited supply	
18 to 24 ins.	3.00
Pinus strobus, nursery-grown	
3 to 4 ft., B&B, sheared	4.00
4 to 5 ft., B&B, sheared	5.00
5 to 6 ft., B&B, sheared	7.50
6 to 7 ft., B&B, sheared	10.00
7 to 8 ft., full, B&B, sheared	15.00
8 to 10 ft., full, B&B, sheared	20.00
10 to 12 ft., full, B&B, sheared	30.00
Pinus sylvestris	
3 to 4 ft., full, B&B, sheared	6.50
4 to 5 ft., full, B&B, sheared	10.00
5 to 6 ft., full, B&B, sheared	12.50
6 to 8 ft., full, B&B, sheared	20.00
8 to 10 ft., full, B&B, sheared	35.00
Pinus nigra	
2 to 3 ft., sheared	4.00
3 to 4 ft., sheared	6.50
4 to 5 ft., sheared	10.00
5 to 6 ft., sheared	12.50
6 to 8 ft., sheared	20.00
8 to 10 ft., sheared	35.00

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Newport, R. I.

Fall, 1961

Spring, 1962

Lining-Out Stock

Ampelopsis veitchi

1-yr., S.
2-yr., T.
3-yr., TT.

Larix leptolepis

3-yr., T.
4-yr., TT.

Pinus nigra

3-yr., T.
4-yr., TT.

Pinus thunbergi

3-yr., T.
4-yr., TT.

Pinus sylvestris

3-yr., T.
4-yr., TT.

Pseudotsuga douglasii

2-yr., T.

Taxus browni

2-yr., T.

Taxus capitata

3-yr., T.

Taxus cuspidata

2-yr., T.
4-yr., TT.

Taxus densiformis

2-yr., T.
4-yr., TT.

Taxus nigra

2-yr., T.
4-yr., TT.

Viburnum dentatum

(understock grade)

1-yr., S.
2-yr., T.

Prices furnished upon request.



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SURPLUS CLEARANCE — Many Good Buys in Time for Fall Planting
SPECIAL PRICES on peat-potted and other liners for fall planting.
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QUALITY STOCK GROWN BY US

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Seedlings and transplants.

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COVER ILLUSTRATION

Picea Glauca Conica

It is of interest to know how some plants eventually reach gardens for ornamental planting, and *Picea glauca conica* deserves a story. In 1904, when Prof. J. G. Jack and Alfred Rehder, of the Arnold Arboretum, were doing a little botanizing work together in southwest Canada, they found themselves at Lake Laggan, Alberta, in the Canadian Rockies, waiting for a train. When they found the train was several hours late, they wandered off into the woods nearby and found four dwarf evergreen seedlings, all of uniform size, which were different from anything they had seen before. These they dug and shipped back to the Arnold Arboretum at once. They later turned out to be dwarf varieties of the white spruce, *Picea glauca*, and were named by Rehder *P. glauca conica*. It was found that these trees could be propagated by cuttings and, of course, then they were distributed throughout the botanic gardens and nurseries of the northern temperate regions of the world.

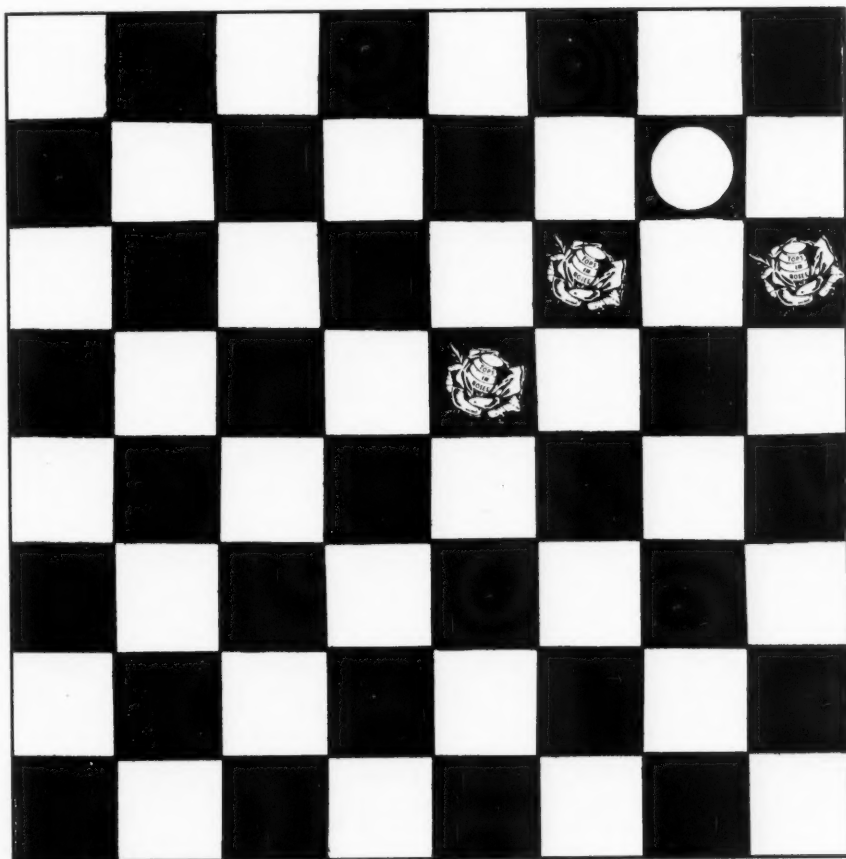
A common nursery plant now, it is readily available from most nurseries. Extremely dense and compact in growth, it makes a pyramid of light green foliage. Trees sometimes winter burn if exposed to winds that are too high in winter; hence these plants should be used in protected places, away from vigorous winter winds.

Over 15 years ago I went to the estate of Prof. Oakes Ames, at North Easton, Mass., where several old specimens of the plants were growing. They must have been all of 10 feet tall, and out of one of them, at the top, was growing a vigorous upright branch which had reverted, having all the characteristics of the species and not the close compact growth of the variety. This particular tree bore fruits, which we collected. The seeds were carefully sown, and nearly 100 seedlings were grown for several years, but all had the characteristics of the species. None had the close, compact, pyramidal growth of the variety.

The dwarf white spruce, or dwarf Alberta spruce as it is sometimes called, is an excellent formal plant for the rockery or for specimen planting. There are no other

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with increased customer satisfaction —

IT'S YOUR MOVE



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The bare-root rose with fast-start vitality retained from unrooted cutting to the 2-year plant delivered to you.

The generously graded bare-root rose with the plump, sturdy canes and manageable root system.

We will jump at the chance to serve you.

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AMERICA'S BEST miniature roses

Star Miniature Roses are a red-hot, profit-making item for many reasons... for your own pot forcing or for sale to your customers for indoor or outdoor enjoyment. Star Miniatures are exciting, attractive and hardy. Plants grow from 8 to 12 inches tall with perfect rose blooms the size of a nickel. Plants are shipped cut back, ready to grow with soil ball from 3" pots. Can ship any time. Inquire about our miniatures in *bud and bloom* for special promotions and sales. Write for details.

NEW for '62

- **SCARLET GEM** Large brilliant red
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- **PIXIE ROSE** Best deep pink

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Special COLLECTION A2 (100 plants)

- 50 **RED IMP**—Rich, unfading red
- 20 **BO-PEEP**—Soft pink
- 15 **BABY GOLD STAR**—Golden yellow
- 15 **CINDERELLA**—Cream-white
- \$67.50 for one collection
- \$62.50 ea. for 3 or more collections

FREE WITH EACH ORDER... big colorful, four-color display poster, cultural information, and growing guides. **ORDER NOW!** (No charge for packing.)

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GROWERS OF THE FAMOUS STAR ROSES

BUDED RHODODENDRONS

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WELLS NURSERY

Box 141 Red Bank, N. J.

spruces with its dense and slow pyramidal growth, and it must be remembered that it should be hardy in protected places in some of the coldest parts of the United States and southern Canada.

Donald Wyman

LANDSCAPE GROUP FORMED

A national group of landscape contractors and nurseries that perform landscape contractual services, to be known as the Associated Landscape Contractors of America, was recently formed. The association will be established on a federated basis and will be composed of 10 regions in the United States. Canadian members also will be welcomed.

At present two advisory groups have been established, one composed of landscape contractors and the other of manufacturers to function as an advisory council to the association. Landscape contractors who have accepted a seat on the council are William Mihelich, William Mihelich & Son, Warren, Mich., president of the Detroit Metropolitan Landscape Association; Robert V. Huffman, R. V. Huffman Co., South Holland, Ill., who will represent the Chicago Metropolitan Landscaper's Association; Kenneth Schmidt, Gravelle & McConnell, Inc., Palo Alto, Calif.; Keith E. Card, K. E. C. Co., Artesia, Calif.; Edward E. Stafford, Valley Landscape Co., Baltimore, Md.; Robert Vandehey, R. A. Vandehey Co., Portland, Ore., and Richard J. Elliott, Terra Craft Co., Topeka, Kan.

The advisory council first will obtain representation from every regional or local group; later, a director will be elected from each region. Local groups desiring representation are urged to correspond with Kenneth W. Jenner, executive secretary, whose headquarters are located at 2650 Russell street, Berkeley 5, Calif.

The principal aim of the A. L. C. A. will be to obtain and to pass on information from the various local groups across the nation.

Tentative plans have been made for a meeting of the advisory council at Chicago in the near future to work out details concerning the new association.

OPENED recently was the Baker Landscape Nursery, at Ponca City, Okla., by Paul V. Baker, a former landscape designer for the Hutchinson Nursery Co., El Reno, Okla.

FLOWERING CRABS

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Each Each
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Dolgo, Eleyi, Hopa

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5 to 6 ft.	1.35	1.20
6 to 7 ft.	1.60	1.40

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6 to 7 ft.	1.90	1.75
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Bechtel's

5 to 6 ft.	1.75	1.60
1 to 1 1/2-in. cal. -	2.50	2.25

Ask for prices on other varieties and sizes in Flowering Crabs; also for new wholesale price list offering other flowering trees, shade trees, flowering shrubs, evergreens and fruit trees.

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Waynesboro, Virginia

TAXUS LINERS

	Per 100	Per 1000
Cuspidata		
3-yr., T., 6 to 10 ins. ...	\$30.00	\$250.00
3-yr., T., 10 to 15 ins. ...	40.00	350.00
4-yr., T.T., 10 to 15 ins. ...	50.00	450.00
6-yr., T.T.T., 10 to 15 ins. ...	100.00	850.00
Capitata, seedling-grown		
5-yr., T., 8 to 12 ins. ...	50.00	400.00
5-yr., T., 12 to 15 ins. ...	65.00	550.00
6-yr., T.T., 8 to 12 ins. ...	65.00	550.00
6-yr., T.T., 12 to 15 ins. ...	85.00	750.00
Media andersoni		
3-yr., T., 10 to 15 ins. ...	40.00	350.00
6-yr., T.T.T., 10 to 15 ins. ...	100.00	850.00
Media browni		
3-yr., T., 9 to 12 ins. ...	55.00	450.00
Media densiformis		
3-yr., T., 6 to 9 ins. ...	40.00	300.00
3-yr., T., 9 to 12 ins. ...	55.00	450.00

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With Aqua-Spray Christmas Flock you'll sell more trees and wreaths, as well as other floral pieces and decorations throughout the year. And with these dazzling, rich and vibrant colors that stay fresh after other flocks fade and discolor, you'll keep customers satisfied and loyal.

Be specific...ask for the newest and best...genuine Cellusuede Aqua-Spray Rayon Christmas Flock. Order Today. Avoid Costly Delays. AVAILABLE FROM CELLUSUEDE PRODUCTS, INC., AND LEADING REPRESENTATIVES LISTED BELOW.



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- USE FOR ● CHRISTMAS TREES
● WREATHS
● ALL KINDS OF FLORAL PIECES

You'll save money in application costs because Cellusuede Aqua-Spray Christmas Flock is quick and easy to apply uniformly and without waste. It has been developed and processed to flow freely and will not stick or clog in flocking equipment.



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Gentlemen:

Please send me samples and prices postpaid on your new Cellusuede Aqua-Spray Rayon Christmas Flock. I understand there is no obligation.

Name

Street Address

City Zone State

The Landscape Market Challenges Nurserymen

Reported by Kenneth Bradley

Responsibility for the design of home grounds has become the problem of the landscape nurseryman, the group attending the ninth annual Connecticut nurserymen's short course at the University of Connecticut, Storrs, was told early this year. Many landscape architects have turned to the larger areas of institutional planting, city and town planning and related fields, declared the speaker, W. James Everett, president, Glen Terrace Nursery, Inc., Hampton, Conn.

Mr. Everett considers planting the most profitable phase of the industry for the landscape nurseryman and the field in which competition is at a minimum. Competition from other sales outlets is unimportant because they cannot offer so skilled a designing and planting service, including a guarantee and follow-up, or, in some cases, so complete a variety of suitable materials.

While citing the dearth of well-landscaped homes, Mr. Everett pointed out the opportunities to do more landscape planting offered by the tremendous increase in new home building, many new institutional types of buildings which need good landscaping and many older homes which have plantings that look worn out. He feels that some of the work currently being done has slipped in quality of design, possibly because in the rush of work that has come to the landscape nurseryman he has not had the time to plan jobs thoughtfully.

Educational Field

Mr. Everett also discussed the need for making the public more aware of appropriate design and the need of utilizing suitable plants. Potential customers should be made aware that the local nurseryman can solve their landscaping problems by helping to plan a landscape planting and by supplying materials for it. The speaker believed that these things must be accomplished at the local level and that the gardening public is eager to learn.

Accomplishment of this education would result in the elevation of the profession and perhaps bet-

ter financial compensation. This might include helping the home builder to budget funds, so that more dollars might be available for landscaping after a new home is built. He cited as examples of this type of educational program the monthly meetings which have been sponsored by some landscape firms and lectures on planting and design sponsored by other organizations, these being always well attended.

Promotion of off-season selling during summer and winter was suggested. During these periods nurserymen can perhaps devote more time to planning. The results should produce better designed home grounds and thus better satisfied customers and repeated business, perhaps even for two generations. The speaker mentioned drawing plans; working out planting design sketches adaptable

to standard-type houses, and promoting additional services, such as pruning, fertilizing and mulching, to spread out the heavy spring and fall work loads. This pre-planning, pre-designing and pre-selling may be done in sufficient detail to anticipate materials that will be needed. Such materials, especially plants that must be obtained elsewhere, may be sought out in advance. The labor and incidental materials required can also be planned for in advance of the spring rush. This will not only make plantings better, but will result in over-all greater efficiency, because spring planting time will then not be reduced by planning needs.

Social Background Needed

Other ideas recommended to the nurserymen were that they must enjoy becoming involved with people, if their planting and designing are to be successful; they cannot just grow and sell plants. The nurseryman must renew his interests through individual reading and by attending meetings where new information is available. He must also be alert to learn from his own experiences and be able to profit from them.

Mr. Everett also mentioned the

SPECIMEN ILEX CONVEXA

One of the largest blocks of hardy, northern-grown Ilex. Heavy, well-sheared plants with exceptionally good color. Prices are each per 100 (25 or more). Write for special quotation on large quantities.

2½ to 3 ft.	.....	\$4.75
3 to 3½ ft.	.....	5.50
3½ to 4 ft.	.....	6.50
4 to 4½ ft.	.....	8.00
4½ to 5 ft.	.....	9.00

ANGELICA NURSERIES

R. D. No. 1

Mohnton, Pa.

"A Friendly, Efficient Sales Service"

E. D. ROBINSON SALES AGENCY

38 S. Elm St. P. O. Box 247
Wallingford, Conn.

Representing Wholesale Growers
of Fine Nursery Stock.

SERVING THE NURSERY TRADE FOR MORE
THAN A QUARTER OF A CENTURY.

LINING-OUT STOCK

Taxus capitata, 2-yr. and 3-yr., S.
Taxus, transplants, 2 to 5 yrs.
Red Barberry, 2-yr., S.

Write for list.

PETER BROUWER'S NURSERIES
24 Lester St. New London, Conn.

CHINESE CHESTNUT (Castanea mollissima)

Our trees are the original Hemming strain. All trees are raised from the original heavy-bearing parent trees, growing on our nurseries.

We have a good supply, in sizes from 12 to 18 ins. to 7 to 8 ft.

EASTERN SHORE NURSERIES, INC.
Box 743 Easton, Md.

— GROUND COVERS —

Per 1000
Hardy Myrtle, 20 or more leads...\$45.00
Pachysandra, heavy, R.C. 40.00
English Ivy, heavy, R.C. 40.00

SAMUEL I. MINDER
1248 Wabank Rd. Lancaster, Pa.

Siebenthaler's

Moraine® Locust / Moraine® Ash

Everything you want to sell in shade trees



MORAINER LOCUST P.P. 836



MORAINER ASH P.P. 1768

THE Moraine® Locust is recognized by nurserymen throughout the country as the greatest improvement in shade trees in modern times, and is the only variety of the Locust family that can be sold as thornless and seedless.

Because of our large scale production we now have a sufficient supply of the Moraine Locust to offer in a wide range of sizes from nursery liners, garden size to large landscape sizes at a substantial reduction in price to you. So enjoy greater profits this year by selling the best in patented shade trees — the MORAINER® LOCUST.

THE MORAINER® ASH

A hardy, all-season beauty. Its rapid growth, graceful foliage and clean habits make the Moraine Ash an especially desirable tree for distinctive plantings for the home, industrial plant and public parks.

A full line of nursery stock — write for catalog

THE **Siebenthaler**

COMPANY 3001 CATALPA DRIVE—DAYTON 5, OHIO CR 4-1154
Quality, reliability since 1870



TAXUS

in varieties!...Certified for Western Shipment!

Also wide selections of Evergreens, Shade Trees, Ornamentals, Flowering Shrubs, etc. . . . suitable for planting in the northeast!

Bulk's Nurseries Inc.

610 W. Montauk Highway, BABYLON, N.Y., 516 MOhawk 9-4400
Smithburg-Manalapan Rd., FREEHOLD, N.J., 201 HOPkins 2-5500



PACHYSANDRA

Terminalis (Japanese Spurge). The ideal permanent evergreen ground cover plant for shady and semi-shaded areas in all climates. Does well in sunny areas, too. Absolutely winter hardy in the most northern climates.

	Per 100	Per 1000	Per 1000 for
Strong, well-rooted, 1-yr. plants; propagated		F.O.B.	5000 or more
in soil and peat frames with light shade.....	\$6.50	here in same shipment	
Heavy 2-yr. plants	7.50	70.00	\$50.00
			65.00

Available for prompt shipment throughout the year. Shipments anywhere including Canada. GOOD PACKING FREE. A good source of supply.

PEEKSKILL NURSERY

Phone: Lakeland 8-5595
SHRUB OAK, N. Y.

DECIDUOUS SHRUBS VINES

GROUND COVERS BUSH FRUITS

Growing to supply the trade throughout the United States and Canada.

CONGDON'S WHOLESALE NURSERY

NORTH COLLINS, N. Y.
Phone: FF 7-3956

J & P

**EVERGREENS
SHADE TREES**

**SHRUBS, VINES
HEDGE PLANTS, etc.**

In good assortment.

Jackson & Perkins Co.
NEWARK, NEW YORK STATE

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Florist and Nurseryman
Yale Ave. Meriden, Conn.
100 Acres of Choice Nursery
Stock Strictly Wholesale

Taxus	Magnolia
Hemlock	Dogwood
Pieris	Cotoneaster
Rhododendron	Pyracantha
Azalea	Viburnum

All Sizes
All Stock Certified for
Western Shipment
Write for Price List

BROAD-LEAVED EVERGREENS

Low-priced, Medium-sized, High-quality
LANDSCAPE STOCK

Azaleas, Ilex, Ligustrum and others—
growing at our Holly Creek Nursery,
Melfa, Va.

ROCK CREEK NURSERIES
Box 167 Rockville, Md.

HEMLOCK

Rhododendron • Kalmia • Azalea
CURTIS NURSERIES
CALLICOON, N. Y.

community and civic obligation of the landscape nurserymen, because they are the ones who do the plantings for homes, streets and such community buildings as schools and churches. He noted that for the past few years the tendency has been to take only the jobs which were desired and which came without effort. He believes that one should make a more concerted effort to provide thoughtful leadership in devising planting designs within towns and cities among the general gardening public.

Another topic mentioned by Mr. Everett was that most of the emphasis in the nursery business has been on price competition, rather than on the competitive idea in design, where it ideally should be. No one seems to be approaching the landscaping public on the latter basis, which is a wide-open field of appeal and highly important for further study.

Customer Contacts

In discussing some practices followed in operating the landscaping department at Glen Terrace, Mr. Everett mentioned the importance of considering customer's wishes regarding the kind of planting, design and maintenance. Customers should also be given help in selecting suitable plants, if they are unacquainted with them. Another practice is to have one landscape designer check another's work and discuss it.

Customers are encouraged to select and tag their plants in the nursery. This plan helps to develop customer interest in maintaining plants properly in the future. When a planting is finished, the salesman immediately calls the customer and discusses the completed job, and to insure complete customer satisfaction, later follow-up visits are made, to check on the plantings and, if necessary, to instruct the customer in their care. These follow-up visits leave satisfied customers who will return for their future needs.

Mr. Everett stated that a charge is made for planting plans, and guarantees are given on work. Such practices educate the gardening public to the idea that the legitimate landscape nurseryman is a semiprofessional person.

In conclusion, Mr. Everett suggested that when the nurserymen return to their home towns they ride through them and look at the landscape plantings. He believes that in every town there exists a wide-open market for the land-

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
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Add \$2.00 to imprinted prices if imprinting is desired on both sides. Trade-marks billed at cost. Photos or black-and-white drawings must accompany trade-mark orders. Parcel-post shipment up to 20 lbs. Over 20 lbs., least expensive way possible—unless otherwise specified. All shipments F.O.B. DAYTONA BEACH, FLA.

Available in 6 fadeproof colors . . . RED, GREEN, ORANGE, YELLOW, BLUE, WHITE

Size	Quantity	Imprinted		Weight
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No. 25 (1/2x5 ins.)	1000 to 4000	\$5.50	\$7.00	1 1/4 LBS. PER 1000
	5000 to 9000	4.75	6.25	
	10,000 to 49,000	4.00	5.50	
	50,000 to 99,000	3.25	4.75	
	100,000 or more	2.50	4.00	
No. 87 or 87C (3/4x7 ins.)	1000 to 4000	7.50	9.00	2 1/4 LBS. PER 1000
	5000 to 9000	6.50	8.00	
	10,000 to 49,000	5.50	7.00	
	50,000 to 99,000	4.75	6.25	
	100,000 or more	4.00	5.50	
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	10,000 to 49,000	7.00	7.75	
	50,000 to 99,000	6.25	7.00	
	100,000 or more	5.50	6.25	

87C and 47C in the above price list indicates "V" notch.

 YOUR NAME HERE PRICE

SEND COUPON TODAY!

P. O. Box 350 Daytona Beach, Fla.

ECONOMY LABEL SALES CO. INC.

ENCLOSED FIND \$..... FOR WHICH YOU MAY SHIP
THE FOLLOWING ITEMS CHECKED BELOW BY EXPRESS;
..... PARCEL POST; MOTOR FREIGHT; BEST WAY.

YOUR NAME (print) CITY..... ZONE..... STATE.....
STREET NO..... R.F.D..... BOX.....
SHIPPING POINT..... COUNTY.....
PLASTIC "SLIP-ON" LABELS (If different from post office)

SIZE	QUANTITY	IMPRINT NAME & ADDRESS	IMPRINT VARIETIES	IMPRINT TRADE-MARK	PRICE
NO. 25					
NO. 87					
NO. 87C					
NO. 47					
NO. 47C					

IMPRINT MY "SLIP-ON" LABELS AS FOLLOWS:

*A VARIETY LIST IS ENCLOSED..... (yes or no). Made in U. S. A.



**"SLIP-ON"®
E-Z LABEL**

Fast application. Heavy duty. Double strength. Waterproof. Fadeproof. Red, green, yellow, orange, blue, white.



**WETPROOF
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Especially for use on plastic labels. Accepted by most nurserymen and growers as a standard. \$1.00 per dozen.



**TY-ON AND
STICK-IN
PLASTIC LABELS**

Durable, waterproof. 6 fadeproof colors. Imprinting additional.



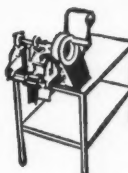
**"SLIP-ON"®
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Designed to minimize lost labels in FIELD and STORAGE. It is quickly applied and will accommodate Canes up to 1/4 inch.

**REMOVABLE
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**PERMANENT
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Weather resistant 3x 5-in. plastic card. Inserts in 24-in. aluminum stake. Interchangeable. 50c ea.



**IMPRINTING
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Imprints permanent-ly 9000 plastic labels per hour. Automatic, compact, Rugged design. Terms available.

SPECIMEN TREE

**300 Acres
TREES AND
BROAD-LEAVED
EVERGREENS**

Overnight Delivery
Maryland, New Jersey,
Delaware, Pennsylvania,
New York

Crepe Myrtle
2 to 9 ft.

English Holly
1 1/2 to 3 ft.

10,000 *Ligustrum lucidum*,
15 ins. to 4 ft.

10,000 *Ilex burfordi*
18 ins. to 8 ft.

WINN NURSERY, INC.

6926 Granby St., Norfolk, Va.
Phone: MA 7-3608
Established 1885
We Solicit Your Inquiries.
Member of A. A. N.



CALLICARPA

Bears quantities of bright violet berries
in fall.

8 to 12 ins., T., \$10.00 per 100

ALANWOLD NURSERY
Neshaminy, Bucks Co., Pa.

scape nurseryman who is willing to inform the public of the type of service he can offer. Supplying this market is a tremendous challenge and places the nurseryman in a position of real responsibility to the community. In facing it, he can earn himself both a good profit and better business.

CARTWRIGHT NURSERY

[Continued from page 15]

granulated silt loam soil in the Collierville area as being the most important factor in obtaining excellent growth on the firm's evergreens. The soil can be dug and balled any time of the year. Each year from 3,500,000 to 4,000,000 cuttings are stuck. One of the Cartwright Nursery's specialties is sticking hardwood cuttings directly into the field—with a 90 per cent take. It is only within the past two years that the Cartwrights have been offering liners to the trade. A recent addition has been the growing of shade and flowering trees.

Mr. Cartwright believes about 70 per cent of the business is done in spring, but fall business is increasing. Practically all selling is done by telephone, and the only advertising is that carried in the American Nurseryman. No salesmen have ever been employed by the nursery. At present only a multigraphed price list is printed.

Labor is obtained almost entirely from the area around Collierville. The permanent labor force runs about 200, while seasonal labor boosts the payroll to 600. Four general foremen are employed supervising the following: Tractor operations, shearing and weeding, insect control and mechanical maintenance of equipment.

At present 35 tractors and 30 trucks are utilized. Six buses transport workers to and from the fields. Two road maintenance machines are owned, as the various farms include 50 miles of roads. A front-end loader is used for loading potting soil and sawdust, which is transported to the heeling-in area.

Other equipment includes a winch-equipped pickup truck, a 1 1/2-ton truck, two field cars and two high-clearance tractors that were built to the nursery's specifications. Only two mules are used, for special cultivation.

Radio System Proves Useful

Perhaps one of the most useful innovations installed in recent years is the 2-way radio system that puts the Cartwrights in touch with

COLLINS QUALITY TREES

Reasonable Prices

CUT CHRISTMAS TREES

Shapely • Regularly Sheared • Fine Quality
Scotch Pine, 3 to 10 ft.
Austrian Pine, 4 to 6 ft.
Norway Spruce, 4 to 7 ft.

B&B STOCK

As Above—also:
White Pine, 3 to 4 ft.

POTTED STOCK

White Spruce, 18 to 36 ins.
Eastern Red Cedar, 18 to 36 ins.

Prices on request
Specify: On stump, ready for
delivery or delivered.
Write or Phone

COLLINS PINE CO.

Box 247 Sheffield, Pa.
Phone: Sheffield 4981

NOT TOO EARLY

To Order

ROSEBUSHES

For winter or spring delivery.
Order while our selection is complete.

Send for List

SOMERSET ROSE NURSERY, INC.

P. O. Box 608
New Brunswick, N. J.

WESTERN MAINE Forest Nursery Co.

Dept. AN1111, Fryeburg, Me.
Your best source for hardy, northern-
grown evergreen transplants and
seedlings. Write for wholesale price list.



TAXUS CAPITATA From Seeds

Field-grown liners, twice-transplanted,
4, 5 and 6-yr. Heavy, sheared.
3-yr. seedlings.
Quality finished stock, 24 to 48 ins. Come
and inspect our quality stock.

HILLSIDE NURSERY

631 Main St. Cromwell, Conn.

SPECIMEN TREES . . . RARE TREES COMMON TREES

A convenient source in north Jersey is

HIDDEN VALLEY NURSERY

Hubert Van Duyne, Owner
150 Sasansfras Place Gillette, N. J.
25 miles west of New York City
Phone: Millington 7-1158

BOULEVARD NURSERIES

Newport, R. I.

- Quality Nursery Stock
- Lining-Out Stock
- Root-Thru Plant Pots

BUSINESS IS GOOD!

THERE ARE
THREE REASONS
WHY OUR BOOKINGS ARE
UP

**QUALITY PLANTS!
BETTER SERVICE!
LOWER PRICE!**

DO YOU GET ALL THREE FROM
YOUR PRESENT SOURCE?

***"ONE DEPENDABLE SOURCE
for all
YOUR PLANT NEEDS"***



Phone GL 6-2521

WIRE, PHONE or WRITE for our
NEW WHOLESALE CATALOG

5140 South Cherokee

OZARK Nurseries / Tahlequah, Okla.

CARPATHIAN WALNUTS

Hardy to 30 degrees below zero. Our seedlings are the hardy Metcalf strain. The parent trees have not missed a crop in the past 10 years. We believe that this is one of the hardiest and purest strains of high-producing trees in the country today.

We can supply these in quantities in 12 to 18 ins., 18 to 24 ins. and 2 to 3 ft.

Almey, Hopa and new Strathmore pyramidal flowering crabs.

Dwarf fruit trees. Write today for list.

J. E. MILLER NURSERIES

W. Lake Rd.

Canandaigua, N. Y.

CONTAINER-GROWN STOCK

Ready Now

We have 50,000 container-grown plants for immediate sale.

Also complete list of B&B and lining-out stock for fall, 1961, shipment.

Ask For List

VERKADE'S NURSERY, INC.

P. O. Box 336

New London, Conn.

Phone: GI 3-4406

BLOODGOOD NURSERIES

Dept. American Nursery Co.

R. D. 1

Doylestown, Pa.

Established 1790

Growing a general line of nursery stock.

Specializing in shade and ornamental trees.

Serving the Wholesale Trade



PARMENTIER'S ROSES

119 Grady St. Bayport, L. I., N. Y.

Phone: Bayport 8-0811

*Nursery Price List
Sent on Request*

QUALITY NURSERY STOCK IN LANDSCAPE SIZES

SHADE TREES: Maple—Norway, Scarlet and Sugar, Locust—Sunburst, Moraine and Shademaster and Pin Oak. Sizes on most shade trees are in the 2 to 5-in. cal. size.

EVERGREENS: Austrian Pine, up to 8 ft. Hetz Juniper, 18 to 24 ins., 2 to 2½ ft. and 2½ to 3 ft.

Write for 1961 Price List.

BAKER'S NURSERIES

Hoosick Falls, N. Y.

Phone: 861

HARDY NATIVE FERNS, WILD FLOWERS TREES, SHRUBS AND EVERGREENS

Write for Wholesale Catalog

ISAAC LANGLEY WILLIAMS
Box AN Exeter, N. H.

DECIDUOUS AND EVERGREEN TREES AND SHRUBS

Outstanding assortment.

Write for Wholesale Price List.

LOVETT'S NURSERY, INC.
LITTLE SILVER, N. J.

LINERS

Taxus, 1 and 2-yr.; Hydrangea Hills of Snow, Cydonia japonica, Red-leaved Barberry, Forsythia Spring Glory, etc.

BROUWER'S NURSERIES
P. O. Box 25 New London, Conn.

all supervisory personnel, no matter in what area of the nursery they are working.

Near the main office is a base station and from this 10 mobile units operate. Mr. Cartwright, from his office, where the pine-paneled walls are covered with trophies representing big game which he and his son shot on numerous hunting trips, can communicate instantly with a mobile unit in any part of the nursery. All he has to do is call the unit's assigned code number and he is immediately in touch with his foreman. The unit also serves as an intercom system in his office.

A regular preventive spray program is maintained. Every arborvitae is sprayed every three weeks. Between 1,000 and 1,500 pounds of chemical fertilizer per acre is used each year.

The farms include five lakes for irrigation, and a number of supplementary wells have been dug. Four miles of portable pipe carries the water where it is needed for planting operations. Since there is usually adequate rainfall, it has been found that general irrigation during dry periods does not pay.

On one of the farms 15 or 20 acres of zoysia grass is growing. Mr. Cartwright established this planting in response to a demand in the Memphis area and finds it a profitable crop.

Most Sales in Young Stock

The nursery sells more 2 to 3-year-old stock than plants of any other age. Usually no stock is grown over five years. Every plant is graded and tagged in the field before it is dug, and in that way a uniform grade and quality can be maintained. Last year, according to Mr. Cartwright, no claims were received for undergrading.

The company uses the group health and life insurance program of the American Association of Nurserymen and recently put in a profit-sharing plan for some of the key employees. While the Cartwrights have kept adding acreage over the years, they believe the business is at an optimum size, and if anyone wishes to supplant them as the largest B&B evergreen growers and shippers, he is welcome to do so.

ESTABLISHING Walt's 8th Street Nursery, at Eighth street and Canal road, Holly Hill, Fla., is Walter Rymer. The firm will specialize in the sale of worm compost.



Nurserymen Report: "The DAVIS T-66 saves better than 50% digging time in balling trees!"



Backfills to pave the way for "walking" balled trees out of the hole.



Tree balled — ready to go

Land leveled — ready to grow



DAVIS PUP TRENCHER


Another boon to nurserymen. This self-propelled unit digs by itself. Trenches 2" to 3" wide to 36" deep or 4" wide to 18" deep. Has a unique six-speed winch drive.

Nurserymen all over the country express enthusiasm with the manhour savings they get from the Davis T-66 Trencher-Backfiller. Comments such as these are common:

"It is highly maneuverable, and is saving better than 50% digging time on balls from 4 to 7 feet in diameter." ... "We dug a 5" pin oak, had it balled and out of the hole in 30 minutes — with the land leveled." ... "We have had excellent results from the Davis Trencher, and would be glad to recommend it to other nurserymen."

This self-propelled, track-type trencher has positive traction with maximum flotation. It works in soft ground and crosses cuts or depressions without bogging down. With only 3.6 lb. pressure per square inch, it doesn't ruin new growths either. Quick-attaching backfill blade handles refilling job in record time. Hydraulic boom can be used to lift small shrubs out of the hole. Only 37" wide, the Davis T-66 lets you get in close, go through standard yard gates. It is also a real profit-producer for installing sprinkler systems.

Because the Davis T-66 has proved itself by thousands of hours in tough digging, we welcome competitive demonstrations. Ask your Davis dealer for a test run, and about its 90-day unconditional guarantee.


DAVIS MFG. INC.
 1519 South McLean Blvd. / Wichita 13, Kansas

Please send me descriptive literature on the Davis T-66 Trencher_____and also on the Davis Pup_____.
 I am also interested in the Davis Hustler Utility Trailer to haul the T-66 and other items_____.

NAME _____

ADDRESS _____

TOWN _____ STATE _____

D5-261

SUGAR MAPLE

for

Streets—Parks—Forests

Long Life—Strength—Coloring

Collected. Nursery Grown.

Any quantity available.

1/2 to 12-in. cal.

Beech, Red Maple, Red Oak,
Ash, Birch, Serviceberry or
Juneberry, Hemlock, Fir,
Spruce and Pine
also available

R. H. ROGERS NURSERY
COOPERSTOWN, N. Y.

BOBBINK NURSERIES, INC.

Specialists in Coniferous and
Broad-Leaved Evergreens,
Shrubs and Trees.

R. D. 3
Freehold, N. J.
(Smithburg Section)

GROWING and sales STATION—
SHARON STATION, near
HIGHTSTOWN

Phones: HOPkins 2-2272
and CLearwater 9-7166

**IF YOU'RE LOOKING
FOR QUALITY
EVERGREEN SEEDLINGS
OR
CUT CHRISTMAS TREES**

Why not write today —

SCHROTH'S NURSERY
R. D. 2 Clymer, Pa.

QUALITY LINERS
WILSEY EVERGREEN NURSERY

Corfu, N. Y.
Phone: East Pembroke 6411
Located Near Indian Falls

OBITUARY

Maj. John Connon

Maj. John Connon, 89, John Connon Nurseries, Waterdown, Ont., Canada, who was instrumental in the founding of the Canadian Association of Nurserymen, died August 29. Born in Scotland, Major Connon left that country at the age of 21 and settled at Hamilton, Ont., Canada, where he operated a flower shop and greenhouse. After returning from service in World War I, he started a nursery at Stoney Creek and in 1922 opened the nursery at Waterdown.

In August of that year, Major Connon called together the meeting that led to the founding of the Canadian Association of Nurserymen. He was vitally concerned in the C. A. N. and later in the Ontario Nurserymen's Association, of which he was also a member. Though he retired in 1960, he continued to take an active interest in operations of the John Connon Nurseries until his death. The firm will be continued under the same name by C. Vander Kruk and his sons.

John J. Mongillo

John Joseph Mongillo, 61, operator of the Mongillo Nursery, Hamden, Conn., for the past 25 years, died suddenly October 5 after a heart attack. He had been a member of the Connecticut Nurserymen's Association. A native of Amara, Italy, he came to the United States 54 years ago. Surviving are his widow, Theresa Perrone; one daughter; one sister, and two brothers.

G. Hale Harrison

G. Hale Harrison, Berlin, Md., died Monday, October 9. He had conducted Harrison's Nurseries and was a member of the Maryland Nurserymen's Association.

Raymond H. Sawyer

Raymond H. Sawyer, executive vice-president of the Earl E. May Seed & Nursery Co., Shenandoah, Ia., died October 7 at the age of 66, succumbing to cancer.

Mr. Sawyer was born in Illinois, but moved with his parents to Shenandoah in early youth. He was a graduate of Northwestern University, Evanston, Ill., and followed a banking career until he accepted the position of assistant to the president of the Earl E. May Seed & Nursery Co. and secretary-treas-

ATTENTION

100,000, more or less, *Taxus* in varieties — 6 to 7 yrs., 3 times transplanted, well trimmed, A-1 quality stock. Plus 10,000 *Juniperus pfitzeriana* — 12 to 18 ins. and larger, well sheared, several times transplanted. Also, about 200,000 *Cornus florida*—strong 2-yr. seedlings. Must be moved by May 1, 1962, since land is to be vacated for development.

List on request. Come and see us.

We also have very large quantities of liners to offer in sizes from rooted cuttings and grafts up to 3 and 4-yr.

Verkade's Nurseries, Inc.
Wayne, N. J.

ROSES

Central Pennsylvania Grown
2-yr.-old, field-grown plants.
Hybrid Teas—Floribundas—Climbers

EVERGREENS

Landscape Material
Twice transplanted, regularly sheared.
Young, salable evergreens for cash-and-carry trade of garden shops, roadside markets and nurseries.

Write for wholesale price list.

SHADE'S NURSERY

624 Colonial Club Dr.
Harrisburg, Pa.

Phone: Harrisburg, KI 5-5417
5 miles east of Harrisburg on U. S. Rt. 22, turn north at Inn 22; nursery 1 mile north of U. S. Rt. 22.

LINING-OUT STOCK

In Wide Assortment

Acer atropurpureum Bloodgood,
Azaleas, *Berberis*, *Cornus florida*
rubra, Evergreens, *Ilex*, *Magnolias*,
Hybrid *Rhododendrons*, *Taxus*, in
variety, etc., in 1, 2 and 3-yr. trans-
plants at competitive prices. Write
for list on business stationery.

DEERFIELD NURSERIES

Deerfield, N. J.

For Quality Stock— RICKERT NURSERIES

Successor to Moon's
Established 1767
MORRISVILLE, PA.

DEL-MAR-VA NURSERIES

Growers of Quality
Taxus, *Ilex* and other Ornamentals.
Ask for list.
DEL-MAR-VA NURSERIES
LINCOLN, DEL.
Phone: GArden 2-4445

HOLLIES

American - English - Oriental
Container-Grown
HOLLY HILL FARMS
Earleville, Md.

EVERGREEN LINERS?

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3. WILL YOUR SUPPLY BE ADEQUATE?

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	Per 100	Per 1000		Per 100	Per 1000
Abies concolor (White Fir) Symmetrical growth and beautiful bluish foliage. 6 to 12 ins., not transplanted	\$11.00	\$ 99.00	Ilex crenata rotundifolia Dense dark green dwarf. 6 to 9 ins., once transplanted	\$20.00	\$180.00
Abies lasiocarpa arizonica (Corkbark Fir) Unusual bluish-green column. 6 to 9 ins., not transplanted	12.00	108.00	Juniperus chinensis pfitzeriana aurea (Gold Pfitzer Juniper) Luxuriant golden spreader. 6 to 9 ins., once transplanted	21.00	189.00
Azalea Sherwood Red Brilliant blood-red. 3 to 6 ins., once transplanted	16.00	144.00	Juniperus chinensis sargentii (Blue Sargent Juniper) Incomparable blue-green creeper. 6 to 9 ins., once transplanted	21.00	189.00
Cephalotaxus harringtonia fastigiata (Plum Yew) Handsome evergreen column. 6 to 9 ins., once transplanted	21.00	189.00	Juniperus chinensis prostrata aurea variegata (Gold Variegated Creeping Juniper) Foliage spotted bright gold. 3 to 6 ins., once transplanted	17.00	153.00
Chamaecyparis lawsoniana tarantensis Splendid new dark green cypress. 6 to 9 ins., once transplanted	21.00	189.00	Juniperus japonica bandai sugi aurea Magnificent dwarf gold-plumed juniper. 6 to 9 ins., once transplanted	29.00	261.00
Chamaecyparis obtusa (Hinoki Cypress) Layers of dark green foliage. 3 to 6 ins., once transplanted	18.00	162.00	Juniperus squamata meyeri (Meyer Juniper) Dense, heavy, plumelike branches, deep blue. 6 to 9 ins., once transplanted	24.00	216.00
Chamaecyparis obtusa torulosa Exciting dwarf with twisted foliage. 3 to 6 ins., once transplanted	20.00	180.00	DID YOU KNOW? That Red Cedar is not a cedar.		
Chamaecyparis pisifera compacta nana Dark green miniature globe. 3 to 5 ins., once transplanted	21.00	189.00			
Chamaecyparis pisifera filifera nana aurea , heavy type (Dwarf Golden Thread Cypress) A gem for planters and low foundations. 18 to 24 ins., twice transplanted, BR	34.00	306.00	Kalmia latifolia (Mountain Laurel) Compact shrub, bouquets of lively flowers. 12 to 15 ins., once transplanted	29.00	261.00
Cytisus praecox (Warminster Broom) A multitude of rich cream flowers. 24 to 30 ins., once transplanted, BR	28.00	252.00	Mahonia aquifolium (Oregon Grape) An ornate little evergreen shrub. 3 to 6 ins., not transplanted	8.00	72.00
Cytisus purgans (Provence Broom) Dwarf globe, brilliant yellow flowers. 18 to 24 ins., once transplanted, BR	24.00	216.00	Pernettya mucronata (Chilean Pernettya) Red-berried. A favorite. 6 to 9 ins., once transplanted	19.00	171.00
Erica carnea King George Completely covered with deep red flowers. 3 to 6 ins., once transplanted	15.00	135.00	Picea excelsa aurea (Golden Norway Spruce) Hardy, rapid-growing, golden conifer. 9 to 12 ins., once transplanted	30.00	270.00
Erica cinerea C. D. Eason An amazing dwarf, dazzling red flowers. 3 to 6 ins., once transplanted	15.00	135.00	Picea excelsa nidiformis (Nest Spruce) Wonderful, dwarf, dark green, flattened globe. 3 to 6 ins., twice transplanted	20.00	180.00
Erica vagans Mrs. Maxwell Flowers bright pink in enormous profusion. 3 to 6 ins., once transplanted	15.00	135.00	Picea pungens (Green Colorado Spruce) Handsome symmetrical, hardy tree. 15 to 18 ins., twice transplanted, BR	23.00	207.00
Refer to our new catalog for a great wealth of other fine evergreen material—both liners and finished stock.			Pinus aristata (Bristlecone Pine) The incredible conifer. 6 to 9 ins., not transplanted	24.00	216.00
Euonymus radicans (Wintercreeper) A very superior ground cover. 12 to 24 ins., once transplanted	22.00	198.00	DID YOU KNOW? That the 50 known species of ceanothus are native only to North America		
Hedera helix (English Ivy) Superlative ground cover. 1-yr. plants	8.00	72.00			
Hedera helix , a cut-leaved form Aristocratic in appearance. 2-yr. plants	11.00	99.00	Taxus baccata procumbens (Prostrate English Yew) Beautiful low-growing dwarf. 9 to 12 ins., once transplanted	25.00	225.00
Ilex aquifolium angustifolia (Narrowleaf Holly) Unique slender dark green column. 3 to 6 ins., once transplanted	18.00	162.00	Thuja occidentalis pyramidalis (American Pyramidal Arborvitae) Popular narrow column. 3 to 6 ins., once transplanted	16.00	144.00
Ilex aquifolium pyramidalis (Pyramidal Holly) Great masses of bright red berries. 3 to 6 ins., once transplanted	20.00	180.00	Viburnum rhytidophyllum (Leatherleaf Viburnum) Hardy, great, robust, red berry-bearer. 1 to 3 ins., once transplanted	10.00	90.00

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Picea abies nidiformis, 2¼-in. pots50
Picea jezoensis hondoensis, 2¼-in. pots30
Pinus aristata, 2¼-in. pots30
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urer of the May Broadcasting Co. in 1938. He was also active in the radio broadcasting field. Mr. Sawyer served in 35 offices and committees of seed organizations throughout Iowa and the nation. President of the American Seed Trade Association in 1950, he had been elected to honorary membership in that group.

Besides extensive activity in educational circles in his state, Mr. Sawyer was an intense worker in the Masonic order and in the Baptist church of which he was a member. He was also a member of the American Legion, having served in World War I; the Shenandoah chamber of commerce, and the Rotary Club.

Surviving are the widow, Marie; two sons, Tom and John; two brothers, and a sister.

Matthew S. Shamburger

Matthew S. Shamburger, 87, pioneer rose grower, died at his home October 10 after a long illness. Prior to his retirement seven years ago, Mr. Shamburger owned and operated the Shamburger Nursery, Tyler, Tex. The firm is now headed by his son, Carl. Mr. Shamburger had been active in the Texas Association of Nurserymen and Texas Rose Research Foundation. Survivors include two sons, Carl and Maurice; a daughter, Margaret Morris; all of Tyler, and three brothers.

Russell Sturzebecker

Russell Sturzebecker, 69, Lansdale, Pa., died October 6 at his home after a long illness. He was operator of Evergreen Nurseries, Lansdale, for 40 years. Mr. Sturzebecker formerly served as a deputy game protector for 32 years, working with the Pennsylvania game commission. Survivors include his widow, Helen K.; a son, and two daughters.

Robert A. Horn

Robert A. Horn, 26, of Horn Nursery, Dolyestown, Pa., died October 1 at the Abington Memorial hospital as the result of injuries suffered in a recent automobile accident. He had been co-owner of the nursery firm with his mother, Mrs. Mary Horn, since the death of his father, Robert S., in 1957. Besides his mother, he is survived by his widow, Carol, and two daughters.

Augustus L. Kurtz

Augustus L. Kurtz, owner of Verdant Valley Farm, Los Altos, Calif., died September 24 at Wat-

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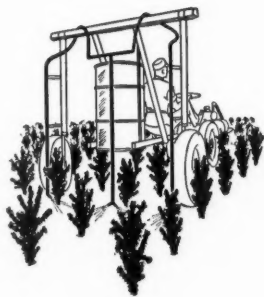
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<i>Acer palmatum</i> 3-yr., T., S., grafting size..	\$0.12	\$0.10
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3-yr., grafts	2.00	1.75
<i>Chamaecyparis obtusa gracilis</i> 1-yr., grafts85	.75
<i>Fagus sylvatica</i> , Rivers (Purple Beech) 1-yr., grafts	1.00	.90
<i>Fagus sylvatica</i> , Weeping 1-yr., grafts	1.00	.90
2-yr., grafts	1.75	1.50
<i>Fagus sylvatica</i> , Fernleaf 1-yr., grafts	1.25	1.10
2-yr., grafts	2.00	1.75
<i>Fagus sylvatica</i> , Tricolor 1-yr., grafts	1.25	1.10
<i>Picea</i> , Koster (Blue Spruce) 1 yr., grafts, heavy	1.75	1.50
<i>Pinus cembra</i> 1-yr., grafts, heavy	1.25	1.00
<i>Scladopitys verticillata</i> 2-yr., S., peat pots .....	.50	.45
<i>Taxus cuspidata</i> , densiformis, hatfieldi, frutescens, Hicksi and Vermeulen 2-yr., T., beds .....	.25	.20
3-yr., T., beds .....	.35	.30
6-yr., T., field rows, ideal for canning80	.75
<i>Tsuga</i> , Sargent Weeping (Hemlock) 1-yr., grafts	1.00	.90
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sonville at the age of 72. A nurseryman for 50 years, Mr. Kurtz had operated the Home Garden Nursery at Palo Alto for over 25 years and the present nursery for over 15 years. Survivors include his widow, Marguerite, and two children.

J. Ralph Weir

J. Ralph Weir, 71, superintendent of Plumfield Nurseries, Inc., Fremont, Neb., died September 4 after four months of illness.

He was born February 1, 1890, at Clay Center, Neb., and at an early age moved with his parents to Shenandoah, Ia. In 1907 he went to Fremont and worked for Plumfield Nurseries until his death. He was widely known and recognized as an expert plantsman and propagator.

He was a member of the Methodist church, Masonic Lodge, Modern Woodmen and Izaak Walton League and served on the city park board for three terms.

Surviving are the widow, Ina; one daughter, Mrs. Charles Fisher, Lincoln, Neb., and one sister, Mrs. Mabel De Battie, Des Moines, Ia.

Ray C. Simpson

Ray C. Simpson, retired Oregon nurseryman, died September 21 at the age of 70. He had been a partner in the original Lewis & Simpson Nursery, at Troutdale, and was also a past president of the Oregon Association of Nurserymen. He is survived by his widow, two daughters and a sister.

Anthony Piccionelli

Anthony Piccionelli, who had owned and operated the East Haven Nursery, East Haven, Conn., for more than 35 years, died September 23 after suffering a heart attack in his home. He is survived by his widow, Marie Louise; three daughters, and two sons.

Kelly Potter

Kelly Potter, formerly associated with the H. R. Potter Nursery, Joelton, Tenn., died September 26 at St. Thomas hospital, Gallatin, after suffering a heart attack. He was 46 years old. Survivors include his widow, Mary; a son; two daughters; a stepson, and two brothers.

Edwin A. Swift

Edwin A. Swift, 66, a retired nurseryman, died September 30. Until this past July, he had operated the E. A. Swift & Son Nursery, Henrietta, N. Y. The business will be continued by a son, Edward N. Other survivors include his widow, Marie; two sons, Norman O. and

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	Each 100 rate	Each 1000 rate		Each 100 rate	Each 1000 rate		Each 100 rate	Each 1000 rate
Abies concolor (Concolor Fir)			Juniper, glauca hetzi (Hetz Juniper)			Spruce, Norway (<i>Picea excelsa</i>)		
4 to 6 ins., 4-yr., T.	\$0.15	\$0.12	4 to 6 ins., 2-yr., T.	\$0.20	\$0.18	5 to 10 ins., 4-yr., T.	\$0.15	\$0.06
6 to 8 ins., 5-yr., T. ....	.20	.18	6 to 10 ins., 4-yr., T. ....	.25	.22	10 to 12 ins., 4-yr., T. ....	.20	.12
8 to 15 ins., 5-yr., T. ....	.35	.30	8 to 12 ins., 2-yr., T. ....	.32	.28	12 to 15 ins., 5-yr., T. ....	.25	.18
Azalea mollis (Chinese Azalea)			10 to 15 ins., 2-yr., T. ....	.35	.30			
6 to 8 ins., 3-yr., T., field	.25	.22	12 to 15 ins., 3-yr., T., ctbk.	.45	.42			
6 to 12 ins., 4-yr., T., field	.35	.32	12 to 18 ins., 4-yr., T., ctbk.	.55	.50			
Azalea mucronulatum , lavender						SPECIAL—Heavy field liners		
6 to 8 ins., 3-yr., T. ....	.35	.30				8 to 15 ins., 4-yr., T., \$95.00 per 1000		
8 to 12 ins., 3-yr., T. ....	.40	.35				Order not fewer than 500.		
Azalea poukhanensis , mauve			SPECIAL—Heavy field liners for planting out					
4 to 6 ins., 4-yr., T. ....	.35	.32	8 to 15 ins., 3-yr., T., \$250.00 per 1000					
6 to 10 ins., 4-yr., T. ....	.40	.36	Order not fewer than 500.					
Buxus sempervirens welleri						Spruce, White (<i>Picea alba</i>)		
(Weller's Hardy Boxwood)						6 to 10 ins., 5-yr., T. ....	.20	.10
6 to 8 ins., 2-yr., T. ....	.30	.28				10 to 12 ins., 5-yr., T. ....	.25	.13
8 to 10 ins., 3-yr., T. ....	.35	.32				12 to 18 ins., 5-yr., T. ....	.28	.14
10 to 15 ins., 3-yr., T. ....	.45	.42						
Chamaecyparis filifera aurea			Juniper, pfitzeriana aurea			SPECIAL—Heavy field liners		
(Golden Thread Cypress)			(Golden Pfitzer Juniper)			8 to 15 ins., 5-yr., T., \$95.00 per 1000		
6 to 10 ins., 3-yr., T. ....	.35	.32	6 to 8 ins., 2-yr., T. ....	.35	.32	Not fewer than 500 at this price.		
8 to 12 ins., 3-yr., T. ....	.42	.38	8 to 10 ins., 2-yr., T. ....	.40	.38			
Chamaecyparis lawsoniana allumi			10 to 12 ins., 2-yr., T. ....	.50	.45			
(Blue Cypress)			12 to 15 ins., 3-yr., T. ....	.60	.55			
6 to 8 ins., 2-yr., T. ....	.30	.28						
8 to 12 ins., 2-yr., T. ....	.45	.42						
10 to 15 ins., 3-yr., T. ....	.55	.52						
Chamaecyparis plumosa aurea			Juniper, stricta (Spiny Greek Juniper)					
(Golden Plum Cypress)			3 to 6 ins., 2-yr., T. ....	.35	.32			
6 to 8 ins., 2-yr., T. ....	.30	.28	6 to 8 ins., 2-yr., T. ....	.40	.38			
8 to 10 ins., 3-yr., T. ....	.35	.32						
10 to 15 ins., 3-yr., T. ....	.45	.42						
Chamaecyparis squarrosa			Leucothoe catesbaei					
(Blue Moss Cypress)			(Drooping Andromeda)					
4 to 6 ins., 2-yr., T. ....	.25	.22	4 to 6 ins., 2-yr., T. ....	.22	.20			
6 to 8 ins., 2-yr., T. ....	.32	.28	6 to 10 ins., 4-yr., T. ....	.30	.28			
Eunonymus fortunei coloratus			Liquidambar styraciflua (Sweet Gum)					
(Prostrate Evergreen Creeper)			12 to 18 ins., 2-yr., field	.08	.06			
Low growing.			18 to 24 ins., 3-yr., field	.10	.08			
6 to 10 ins., 2-yr., T., field	.28	.25	2 to 3 ft., 4-yr., field	.12	.10			
8 to 15 ins., 3-yr., T., field	.35	.30				SPECIAL—Field liners		
Eunonymus fortunei erectus						8 to 15 ins., 3-yr., T., \$190.00 per 1000		
(Evergreen Big-leaved Winter Creeper)						Order minimum of 500 at this price.		
6 to 10 ins., 2-yr., T. ....	.25	.22						
10 to 15 ins., 3-yr., T. ....	.35	.32						
12 to 18 ins., 3-yr., T. ....	.42	.38						
Eunonymus radicans vegetus			Mahonia aquifolium					
(Evergreen Winter Creeper)			(Oregon Grape Holly)					
6 to 10 ins., 2-yr., T. ....	.35	.32	2-yr., bed run	.06	.05			
10 to 15 ins., 3-yr., T. ....	.45	.42	2 to 4 ins., 2-yr., T. ....	.09	.07			
12 to 18 ins., 3-yr., T. ....	.55	.52	3 to 5 ins., 3-yr., T. ....	.12	.10			
Fir, Douglas (<i>Pseudotsuga douglasii</i>)			Pieris floribunda					
6 to 8 ins., 4-yr., T. ....	.25	.20	3 to 6 ins., 2-yr., T. ....	.28	.25			
8 to 10 ins., 5-yr., T. ....	.28	.25	6 to 10 ins., 2-yr., T. ....	.35	.32			
10 to 15 ins., 5-yr., T. ....	.35	.30	Pieris japonica (Japanese Andromeda)					
Hex crenata (Pyramidal Japanese Holly)			4 to 6 ins., 2-yr., T. ....	.30	.28			
3 to 6 ins., 1-yr., T. ....	.25	.22	6 to 10 ins., 2-yr., T. ....	.35	.32			
8 to 12 ins., 2-yr., T. ....	.35	.32	8 to 12 ins., 3-yr., T. ....	.45	.42			
10 to 15 ins., 3-yr., T. ....	.42	.38	10 to 15 ins., 4-yr., T. ....	.55	.52			
12 to 18 ins., 4-yr., T. ....	.48	.42	Pine, Austrian (<i>Pinus nigra</i>)					
Hex crenata convexa (Bullata)			8 to 10 ins., 3-yr., T. ....	.15	.03½			
6 to 8 ins., 2-yr., T. ....	.35	.32	10 to 15 ins., 4-yr., T. ....	.20	.04			
8 to 10 ins., 2-yr., T. ....	.45	.40	Pine, Scotch (<i>Pinus sylvestris</i>)					
10 to 15 ins., 3-yr., T. ....	.55	.48	8 to 14 ins., 4-yr., T. ....	.15	.05			
12 to 18 ins., 5-yr., field, cutback	.90	.75	10 to 15 ins., 4-yr., T. ....	.20	.06			
Hex crenata helleri , very dwarf			15 to 24 ins., 5-yr., T. ....	.25	.09			
6 to 8 ins., 4-yr., T. ....	.45	.42				SPECIAL—Field liners		
8 to 10 ins., 4-yr., T. ....	.75	.70	12 to 20 ins., 5-yr., \$38.00 per 1000			Order minimum of 500 at this price.		
10 to 12 ins., 5-yr., T., heavy	.90	.85	Minimum 1000 per order.					
Hex crenata hetzi , large glossy leaf								
6 to 10 ins., 2-yr., T. ....	.35	.30						
10 to 15 ins., 3-yr., T. ....	.45	.40						
12 to 15 ins., 4-yr., T. ....	.65	.48						
Hex rotundifolia (Round-leaved Holly)			Pinus mugo (Swiss Pine)					
8 to 10 ins., 2-yr., T. ....	.35	.30	3 to 4 ins., 2-yr., T. ....	.15	.12			
10 to 12 ins., 3-yr., T. ....	.40	.35	4 to 6 ins., 3-yr., T. ....	.18	.16			
12 to 15 ins., 4-yr., T. ....	.50	.45	5 to 8 ins., 4-yr., T. ....	.25	.22			
12 to 15 ins., 5-yr., T. ....	.65	.60						
Juniper, Andorra (Purple Andorra)			SPECIAL—Field liners					
8 to 10 ins., 3-yr., T. ....	.40	.38	3 to 6 ins., \$110.00 per 1000					
10 to 15 ins., 3-yr., T. ....	.50	.45	Order not fewer than 500.					
Juniper, canadensis aurea								
(Golden Canadian Juniper)								
6 to 8 ins., 2-yr., T. ....	.35	.32						
8 to 10 ins., 3-yr., T. ....	.45	.42						
Juniper, chinensis pfitzeriana			Pinus strobus (White Pine)					
6 to 8 ins., 2-yr., T. ....	.32	.30	5 to 10 ins., 3-yr., T. ....	.12	.05			
8 to 10 ins., 2-yr., T. ....	.45	.40	8 to 15 ins., 3-yr., T. ....	.18	.06			
10 to 15 ins., 3-yr., T. ....	.50	.45	Pyraecantha coccinea lalandi					
Juniper, hibernica fastigiata			(Firethorn), clusters of orange berries					
(Compact Irish Juniper)			6 to 10 ins., 2-yr., T. ....	.35	.32			
4 to 8 ins., 2-yr., T. ....	.20	.18	10 to 15 ins., 3-yr., T. ....	.42	.38			
8 to 10 ins., 2-yr., T. ....	.25	.22	Quercus palustris (Pin Oak)					
10 to 12 ins., 2-yr., T. ....	.35	.30	4 to 8 ins., 1-yr., T. ....	.10	.08			
12 to 15 ins., 3-yr., T. ....	.45	.40	8 to 15 ins., 2-yr., T. ....	.15	.12			
			Rhododendron hybrid					
			Seed, from red stock					
			4 to 6 ins., 4-yr., T. ....	.45	.42			
			5 to 8 ins., 4-yr., T. ....	.55	.48			
			8 to 10 ins., 4-yr., T. ....	.85	.85			
			Spruce, Black Hills (<i>Picea densata</i>)					
			6 to 8 ins., 4-yr., T. ....	.10	.08			
			8 to 15 ins., 4-yr., T. ....	.15	.12			
			10 to 15 ins., 4-yr., T. ....	.20	.16			
			Spruce, Colorado Blue (<i>Picea pungens</i>)					
			6 to 8 ins., 4-yr., T. ....	.22	.18			
			8 to 10 ins., 5-yr., T. ....	.28	.25			
			10 to 15 ins., 5-yr., T. ....	.35	.30			
			12 to 18 ins., 6-yr., T. ....	.40	.35			
			SPECIAL—Heavy field liners					
			8 to 15 ins., 5-yr., T., \$160.00 per 1000					
			Order not fewer than 500 at this price.					

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DON'T BE ASLEEP — REAP!

Quan.	100 rate	1000 rate	Quan.	100 rate	1000 rate
Acer ginnala			Pachistima canbyi, ground cover	\$0.50	\$0.45
2200 2-yr., 12 to 18 ins., S.	\$0.18	\$0.16	200 2-yr., pots		
Berberis Thunbergii atropurpurea (Crimson Pygmy)			Pachysandra terminalis		
700 3-yr., 4 to 6 ins.	.40	.35	3100 2 1/4-in. pots, 1 stem...	.17	.16
Cornus elegantissima			2700 2 1/4-in. pots, 2 stems...	.24	.21
480 2-yr., T.	.20	.18	Prunus cistena		
Euonymus alatus			1000 12 to 15 ins., for canning...	.35	.30
700 3-yr., 12 to 15 ins., T.	.40	.35	Prunus glandulosa		
Euonymus alatus compactus			2000 12 to 18 ins., T.	.18	.17 1/2
1230 3-yr., T.	.40	.35	Pseudotsuga taxifolia		
Euonymus fortunei vegetus			360 4-yr., 6 to 12 ins., TT.	.32	.28
600 2-yr., pots	.22	.18	Pyracantha coccinea lalandi		
1925 3-yr., T.	.70	.65	400 2-yr., pots	.32	.28
Euonymus fortunei radicans Sarcocoe			1580 2-yr., T.	.45	.38
2000 2-yr.	.30	.28	Rhodotypos kerrioides		
560 3-yr., 8 to 10 ins., T.	.40	.35	1600 2-yr., 6 to 12 ins., multi-stemmed	.22	.18
Forsythia Beatrix Farrand			Sorbus aucuparia		
1625 1-yr., T.	.35	.30	1000 1-yr., 12 to 18 ins., S.	.14	.11
Forsythia bronxiana			250 3 to 4 ft., T.	.58	.52
1460 1-yr., T.	.38	.32	100 4 to 5 ft., T.	1.10	...
Hydrangea A. G.			Symphoricarpos hancocki		
500 1-yr., cuttings	.18	.16	500 2-yr., T.	.25	.22
Ligustrum vicary			Taxus cuspidata capitata		
3000 2-yr., T.	.20	.18	9000 3-yr., S., root-pruned...	.16	.14
Magnolia soulangiana			Taxus densiformis		
250 4-in. pots	.65	.55	10,000 2-yr., T.	.30	.28
Magnolia stellata			Taxus media wardi		
300 4-in. pots	.80	.70	500 3-yr., T.	.42	.38

MALUS — 1-yr. grafts

38¢ per 100; 35¢ per 1000

110	Atrosanguinea, brilliant carmine
172	Baccata Jacki, bright red fruit
355	Dorothea, pink
565	Flame, white flowers, red fruit
90	Dittman, double pink
355	Makam, purplish-red, red fruit
340	Micromalus, pink flowers, yellow fruit
257	Purpurea eleyi, wine-red
309	Purpurea Irene, darkest of all reds
253	Purpurea lemoinei, bright wine red
148	Marshall Oyama, red fruit, pyramidal
675	Scheideckeri, semi-double pink
135	Zumi calocarpa, red-orange fruit
1080	Oekonomierat Echtermeyer, weeping crab, purplish-red flowers and fruit

42¢ per 100 rate; 38¢ per 1000 rate

the cottage gardens, inc.

Nick I. W. Kriek — Harold E. Hicks

2707 W. St. Joseph St.

Lansing 17, Mich.

Just west of city limits on U. S. 27.

(OUR 38th YEAR)



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IV. 2-9021,
IV. 2-9276.

NORTHERN-GROWN STOCK

Evergreen Liners
Ornamental Shrubs
Fruit Trees
French Lilacs
Caliper Shade Trees
Ornamental Trees
Philadelphus Minnesota Snowflake

Send for complete list.

J. V. BAILEY NURSERIES

1325 Bailey Rd. St. Paul 19, Minn.

HARDWOOD CUTTINGS

Unrooted

See our classified ad on page 82

BOB NEPRASH NURSERIES

P. O. Box 1706 Cedar Rapids, Ia.

FOR LANDSCAPE MEN

FLOWERING CRAB APPLE AND PLUM

Up to 4-in. specimens.

SHADE TREES

ORNAMENTAL TREES

Thorne Brewster

WILLOWBEND NURSERY

Perry, Ohio

HARDY ENGLISH IVY, HARDY BALTIMORE IVY

Rooted cuttings for landscape planting.

\$7.50 per 100; \$65.00 per 1000.

Peat pots.

\$18.00 per 100; \$150.00 per 1000.

BEARDSLEE NURSERY Perry, Ohio

Robert J.; two daughters; four sisters, and two brothers.

George A. Brown

George A. Brown, owner of Brown's Garden Center, Arcola, Va., died the early part of September. He had been a member of the Virginia Nurserymen's Association. His widow will carry on the business.

Herman Viet

Herman Viet, president of Bergman's Nursery, Hewlett, N. Y., died recently at the nursery. Mr. Viet, 49, leaves a wife and three children.

Pansy Wills Roles

Pansy Wills Roles, wife of Joseph Roles, Roles' Plant & Flower Garden, Beckley, W. Va., died September 24 in a local hospital after suffering a heart attack. Mrs. Roles and her husband built Roles' Greenhouse at Beckley in 1937, selling the operation, now known as Webb's Greenhouse, in 1946 to start the present firm at another Beckley location. In addition to her husband, survivors include four sons and seven daughters.

Sarah Elizabeth Scott

Sarah Elizabeth Scott, owner of Scott's Perennial Gardens, Randallstown, Md., died October 5. A member of the Maryland Nurserymen's Association, Mrs. Scott had also been active in local garden club and 4-H Club work. She is survived by her husband, James R.; two sons, James R., Jr., who is majoring in horticulture at the University of Maryland, and Robert T., and one daughter, Sarah Ann.

CALIFORNIA DISCUSSIONS

[Continued from page 8]

quired to produce a plant, with resulting price problems.

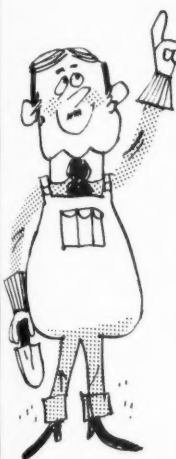
Profit Remains Chief Concern

Government influence, headed by taxation, may turn out to be the biggest problem of all. Labor unions pose a constant threat. But the main concern of all retailers must be to make a profit. The chances of the small man-and-wife nursery are just as good as another's. It depends upon the ability of the individual to set his price at a level that will yield a profit and attract customers. There is no single formula for this.

From his vantage point as A. A. N. president, L. H. McGuire has become familiar with nursery problems throughout the country. He sees the management-profit area



30,427 Reasons Why You Should Think Twice...



... about where you buy your taxus, as well as other nursery stock. Our plants are of definitely superior quality. Why? It is the result of a rigid schedule of transplantings to give the root system adequate formation to minimize transplanting shock, and give faster growth after planting. It reduces losses to even less than negligible.

A program of spraying brings you disease- and insect-free plants. The fertilization schedule, as well as natural fertility, gives you the most desirable in growth and color.

Klyn's taxus are heavily sheared to form a dense, well-shaped body, truly masterpieces, even in the 12"-15" size. The plants

you receive will be readily saleable, right down to the last plant.

Klyn's plants are dug and handled only as the specimens they are. And we say that if you sell Klyn's taxus, you can stake your reputation on them.

Try — and see!

Like nursery stock, Klyn takes pride in its roses. There's a shipment for you, awaiting your O.K. for fall or spring delivery. Write for the '62 catalog that lists a selection of the finest you'll find anywhere.

New '62 Catalog -
Write... Wire... or Call

MENTOR, OHIO



BLackburn 5-3471

GLOBE WILLOW

(*Salix Umbraculifera*)



A handsome tree that is remarkable because it has a formal, compact and perfectly symmetrical rounded top without trimming. Withstands extreme heat and drought. A desirable ornamental tree for lawn or formal planting or for planting in restricted areas and under utility wires. Foliage stays green until late Autumn.

	Per 10	Per 100	Per 1000
6 to 8 feet, 2 year	\$15.00	\$35.00	—
5 to 6 feet, 2 year	11.00	100.00	\$900.00
4 to 5 feet, 2 year	7.50	70.00	650.00
3 to 4 feet, 2 year	6.50	60.00	500.00
4 to 5 feet, 1 year	4.00	35.00	—
3 to 4 feet, 1 year	3.00	25.00	—
2 to 3 feet, 1 year	2.50	20.00	—

THE WILLIS NURSERY CO.

Your Wholesale Nurseryman

Ottawa, Kansas

CHRISTMAS TREES

We have the trees that will make you money.

THE SCOTCH PINE
with
THE NATURAL LOOK

Nursery pruned under the supervision of our ornamental evergreen growing specialists. We offer only our best in size and quality.

Low Trailer and Carload Prices

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P. O. Box 160 Phone: 424
Strathroy, Ont., Canada

Member of American Association
of Nurserymen

Bentley's

HARDY PLANTS

QUALITY—SERVICE
Perennials a Specialty.
2559 Mentor Ave. MENTOR, O.

HEEMSKERK & CO'S. Bulbs

Quality Domestic and Holland-Grown Bulbs

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Write for Wholesale Prices

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TREE and SHRUB

Importers, collectors and dealers of tree and shrub seeds. Purchase by mail the easy way. Write for free price list.

FORESTRY ASSOCIATES

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Phone: HEmlock 4-5708

SMALL FRUIT PLANTS

Grapes

Currants

Berry Plants

Write for Wholesale Price List

FOSTER NURSERY CO., Inc.

69 Orchard St. FREDONIA, N. Y.

GOLD NET HONEYSUCKLE

Lonicera Aurea, Variegated

Rooted cuttings

\$10.00 per 100, \$80.00 per 1000

GILSON GARDENS

Perry, Ohio

lagging far behind sales, production, etc. In fact, the answers to all the other problems lie in this area, he feels.

Sales volume alone will not supply the answers. One must make a profit or he will just lose more with a larger volume. Obviously, the small nurseryman cannot meet the prices of all the loss leaders offered by competitive outlets. Yet this is the direction being taken by many without regard to the effect on their over-all profit picture.

F. Raymond Brush, A. A. N. executive assistant, warned of the trend in government, from local to national, toward nipping away at free management privileges. Taxation is the most obvious area, with the budget up \$9 billion over last year's.

Also affecting nursery management are actions of the interstate commerce commission, postal regulations, quarantines, inspections, etc.

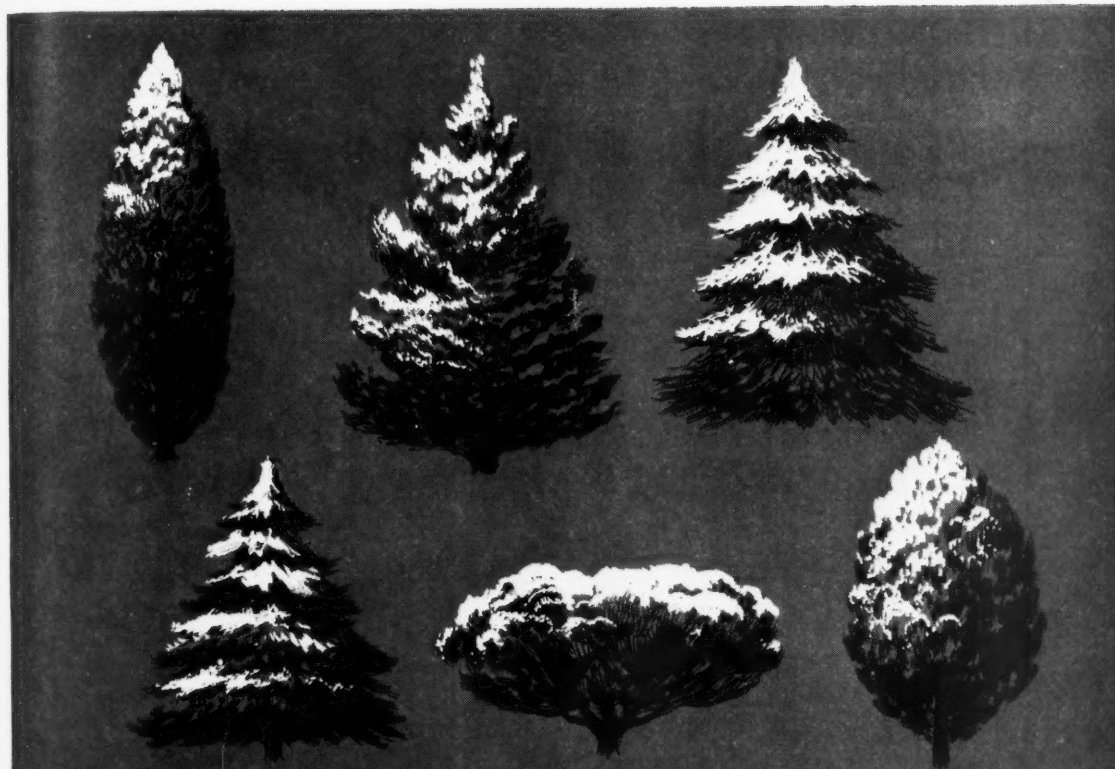
The one solution is to group together to do things the individual cannot do for himself. Mr. Brush outlined activities and areas in which the A. A. N. is helping nurserymen.

Since management had received so much attention during the convention, he pointed out that the A. A. N. management institutes have helped many owners and managers and are helping to train young men who will assume top management positions in the industry five, 10 or 15 years from now—and it appears that utmost ability will be needed in coming years.

Retailing Trends

The presentation on modern retailing was made by Richmond Lewis, merchandising manager of hardware and appliances, Sears Roebuck & Co., Los Angeles. Everybody "knows" Sears, Mr. Lewis stated, yet the firm recently embarked upon an advertising program in national magazines for the first time to project an image. Sears has changed over the years, although following basic premises. One of the recent changes is its entry into the nursery business, a long-considered project that is now receiving heavy emphasis. The newest of the nursery stores is 17,000 square feet.

However, nursery stock makes up only a small part of these stores' volume—25 per cent at best. Another 25 per cent is in plant foods, soil conditioners, etc; 13 per cent in patio supplies, 25 per cent in miscellaneous items such as con-



WILT PRUF STOPS WINTER-KILL in shrubs, trees, roses...and in sales, too!

APPLY now... for winter protection at lowest cost. Wilt Pruf Anti-Transpirant Spray stops stock losses due to winter-kill, transplanting shock and other wilting injuries. Save those valuable plants for next spring's sales for as little as 4¢ to 5¢ per plant!

SELL now... it's your one sure answer to the seasonal slump. Gardeners need winter-kill protection, too, and Wilt-Pruf demand picks up where other garden items leave off!

SELL this Christmas... Wilt Pruf protects your customers' Christmas trees... stops messy needle-drop, reduces fire hazards. Feature Wilt Pruf in Christmas displays, and add a plus to your holiday profits!

Contact your distributor now.

NURSERY SPECIALTY PRODUCTS, INC.
67 West 44th Street, New York 36, N.Y. • MU 2-4696
A Subsidiary of Michigan Peat, Inc.

**BIG FALL-WINTER ADVERTISING
IN MAJOR GARDEN MAGAZINES
AND KEY-CITY NEWSPAPERS**



Retail Sizes:
8 oz., 1 pt., 1 qt.
Professional Sizes:
1 gal., 5 gal., 30 gal.

Write for descriptive
professional literature.

QUALITY TRANSPLANTS and SEEDLINGS

	Per 100	Per 1000
TAXUS CUSPIDATA CAPITATA (Upright Yew), seed-grown		
XX, 6 to 10 ins.	\$28.00	
(3-0), 4 to 8 ins.	9.00	\$75.00
TAXUS DENSIFORMIS 3-yr., T., cutting grown		
6 to 8 ins.	45.00	
COLORADO BLUE SPRUCE Bed run as to color		
X, 10 to 14 ins.	18.00	135.00
X, 6 to 10 ins.	12.00	90.00
(3-1), 6 to 12 ins.	10.00	40.00
(3-0), 6 to 10 ins.	6.00	25.00

COLORADO BLUE SPRUCE

Carefully color-selected; every green spruce removed and every blue left in.		
		Per 100
X, 6 to 12 ins.	\$ 45.00	
XX, 10 to 15 ins.	175.00	
XX, 15 to 18 ins.	225.00	

WHITE SPRUCE

(3-0), 8 to 14 ins.	6.00	25.00
(3-1), 6 to 12 ins.	10.00	40.00
(2-2), 8 to 14 ins.	14.00	110.00

NORWAY SPRUCE

(3-0), 8 to 14 ins.	6.00	25.00
(3-1), 6 to 12 ins.	10.00	40.00
X, 10 to 15 ins.	14.00	90.00
understock, 5/16-in. cal. or over	12.00	75.00

BLACK HILLS SPRUCE

(3-0), 8 to 14 ins.	6.00	25.00
(3-1), 6 to 12 ins.	10.00	40.00
(3-2), 8 to 14 ins.	14.00	90.00

DOUGLAS FIR

Fraser Forest Fir		
(3-0), 8 to 12 ins.	8.00	40.00

Caesia Fir

(3-0), 8 to 12 ins.	8.00	40.00
-----------------------------	------	-------

Taxifolia glauca

(3-0), 4 to 8 ins.	6.00	27.50
(3-0), 8 to 12 ins.	8.00	35.00

(Sheared)

XX, 9 to 12 ins.	35.00	
--------------------------	-------	--

SCOTCH PINE, AUVERGNE

(2-0), 4 to 6 ins.	4.00	14.00
(3-0), 6 to 12 ins.	4.00	18.00
(2-1), 3 to 6 ins.	8.00	32.50

SCOTCH PINE, RIGA

(2-0), 4 to 6 ins.	4.00	14.00
(3-0), 6 to 12 ins.	4.00	18.00
XX, 12 to 24 ins.	40.00	

WHITE PINE

XX, 12 to 24 ins.	40.00	
---------------------------	-------	--

MUGHO PINE

Top-sheared each year		
(3-0), 2 to 4 ins.	7.00	45.00

XX, 4 to 6 ins.	20.00	
-------------------------	-------	--

XX, 6 to 9 ins.	40.00	
-------------------------	-------	--

XX, 9 to 12 ins.	60.00	
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AUSTRIAN PINE

(3-0), 6 to 12 ins.	4.00	18.00
X, 12 to 18 ins.	10.00	55.00

**GREEN TO BLUE
SHEARED SCOTCH PINE
CHRISTMAS TREES**
Send for folder.

Free illustrated list shows
and describes tree quality.

Phone 123 or 732

MATTHEWS NURSERY
Harbor Springs, Mich.

tainers, seeds and bulbs, and about 12 per cent in the pet shop.

Mr. Lewis proceeded to explore the changes in retailing. Ten or 15 years ago customers were loyal to a chosen store. Why? Because it gave them personal attention and recognition as an individual, because it was a modern store or because it offered prestige or service.

Today, the consumer is price-conscious, wandering and not concerned about keeping up with the Joneses, but satisfying himself—he has more than the Joneses ever had.

The reasons for remaining a steady customer are gone. Credit, parking, all the attractions are offered everywhere. The price must be right, or the appeal of a store's newness or exclusiveness will not last. Store hours are now adapted to the customer's convenience.

More Attention to Service

Services are coming back—and they are coming back via the mass merchandiser. Most of these services are free, but the store's goods carry no higher markup. Formerly services were a part of overhead; today many of them carry their own fee and can be net income. Customers will pay for services—if they can have the privilege of doing without them.

Mr. Lewis urged that retailers treat each display area as if it were the only one in the customer's view. It should be arranged, rearranged and rearranged again.

The nursery business is endowed with certain advantages. The nurseryman's customers come into his store and want to talk to him about their garden problems. In the supermarket, the customers push carts along with no one to talk to.

Mr. Lewis advises taking advantage of this situation by knowing each customer by name. Do not let him wander aimlessly. Give fully of the services, experience and knowledge that only you can offer.

California Outlook

Harold L. Buma, chief of regional research, economic department, Bank of America, San Francisco, presented the "Economic Outlook for California for the Sixties," viewing the coming years with definite, though cautious, optimism.

He began by reviewing the growth which has brought California's population from 10 million to 15 million in 10 years. Of this increase, he stated, the 3.2 million newcomers represent the largest immigration in the history of the world. Why? In spite of all that is

Growers of Heavy Landscape Material Shrubs

Evergreens

Shade Trees

Write for List

BORK NURSERY

Onarga, Ill.
Phone: AM 8-7267

ORNAMENTALS TREES SHRUBS EVERGREENS

Wholesale growers of a
general assortment for
the best landscape plantings.

BRYANT'S NURSERIES

Princeton, Illinois

ROSES

Quality and Service

MENTOR

ROSE GROWERS, INC.

7711 Little Mountain Rd.
Mentor, Ohio

Invest in Top Quality

Dwarf Fruit Trees Espalier Trained Fruit Trees

For retail sales. Mailing No. 11,
VII and IX rootstock. Hardy,
northern-grown trees, guaranteed
free from insect pests and plant
diseases.

Send today for wholesale prices.



HENRY LEUTHARDT
Dept. A, Port Chester, N. Y.

WRITE
TODAY



Wholesale growers of the best
Ornamental Evergreens
Deciduous Trees
Shrubs and Roses

Write for our current trade list.

The Kallay Brothers Co.
1251 Madison Ave. PAINESVILLE, O.

Concord Grape Roots
Red Raspberry

Flowering Shrubs
Boston Ivy
Currants

IVAN R. CONGDON NURSERY
North Collins, N. Y.

ATHENS NURSERY CO.

Athens, Ala.

**FIELD-GROWN and POTTED LINERS
CONTAINER EVERGREENS • FINISHED STOCK**

	Per 100	Per 1000		Per 100	Per 1000
<i>Biota aurea nana</i>			<i>Euonymus Newport</i> , big-leaved		
<i>Biota bakeri</i>			<i>Euonymus Newport</i> , little-leaved		
<i>Biota Blue Cone</i>			2-yr., field-grown, 8 to 15 ins.	\$17.50	\$150.00
<i>Biota excelsa</i>			<i>Euonymus pulchellus</i>		
<i>Biota fruitlandi</i>			2½-in. pots	17.50	150.00
<i>Biota woodwardi</i>			<i>Hypericum calycinum</i>		
2½-in. pots	\$17.50	\$150.00	<i>Hypericum hircote</i>		
<i>Juniper, Andorra</i>			2½-in. pots	15.00	.....
1-yr., field-grown, 6 to 8 ins.	12.00	100.00	<i>Ilex burfordi</i>		
1-yr., field-grown, 8 to 12 ins.	15.00	120.00	<i>Ilex cassine angustifolia</i>		
3-yr., field-grown, 12 to 15 ins.	40.00	350.00	<i>Ilex convexa</i>		
<i>Juniper, Armstrong</i>			<i>Ilex hetzi</i>		
1-yr., field-grown, 6 to 9 ins.	17.50	150.00	<i>Ilex microphylla</i>		
2-yr., field-grown, 8 to 12 ins.	22.50	200.00	<i>Ilex rotundifolia</i>		
<i>Juniper, conferta</i>			2½-in. pots	17.50	150.00
1-yr., field-grown, 8 to 12 ins.	15.00	120.00	<i>Jasminum floridum</i>		
<i>Juniper, excelsa stricta</i>			<i>Jasminum nudiflorum</i>		
1-yr., field-grown, 8 to 12 ins.	12.00	100.00	2-yr., field-grown, 12 to 18 ins.	20.00	175.00
<i>Juniper, fastigiata</i>			<i>Laurocerasus</i> (Carolina Laurel Cherry)		
1-yr., field-grown, 6 to 12 ins.	15.00	120.00	8 to 12 ins., field-grown, S.	5.00	40.00
2-yr., field-grown, 8 to 15 ins.	17.50	150.00	12 to 15 ins., field-grown, S.	6.00	50.00
<i>Juniper, glauca hetzi</i>			<i>Laurocerasus schipkaensis</i>		
2½-in. pots	17.50	150.00	2½-in. pots	25.00	200.00
1-yr., field-grown, 6 to 12 ins.	12.00	100.00	<i>Ligustrum japonicum</i>		
2-yr., field-grown, 8 to 15 ins.	17.50	150.00	8 to 12 ins., field-grown, S.	6.00	50.00
<i>Juniper, hibernica</i>			<i>Ligustrum lucidum</i>		
1-yr., field-grown, 6 to 12 ins.	15.00	120.00	<i>Ligustrum macrophyllum</i>		
2-yr., field-grown, 8 to 15 ins.	17.50	150.00	<i>Ligustrum pendulum</i>		
<i>Juniper, Nick's Compact</i>			2-yr., field-grown, 8 to 12 ins.	17.50	150.00
2½-in. pots	17.50	150.00	2-yr., field-grown, 12 to 15 ins.	20.00	175.00
1-yr., field-grown, 6 to 12 ins.	17.50	150.00	<i>Ligustrum sinense</i>		
<i>Juniper, Pfitzer</i>			1-yr., field-grown, 8 to 12 ins., S. ...	1.50	12.00
2-yr., field-grown, 8 to 12 ins.	22.50	200.00	1-yr., field-grown, 12 to 18 ins., S. ...	2.00	15.00
3-yr., field-grown, 12 to 15 ins.	40.00	350.00	<i>Lonicera yunnanensis</i>		
<i>Juniper, procumbens</i>			2-yr., field-grown, 8 to 12 ins.	17.50	150.00
1-yr., field-grown, 6 to 12 ins.	15.00	.....	<i>Loropetalum texanum</i>		
<i>Juniper, Savin</i>			2½-in. pots	17.50	150.00
1-yr., field-grown, 6 to 12 ins.	12.00	100.00	<i>Magnolia grandiflora</i>		
<i>Juniper, squamata meyeri</i>			2½-in. pots	17.50	150.00
2½-in. pots	20.00	.....	<i>Nandina domestica</i>		
<i>Juniper, Von Ehron</i>			2-yr., field-grown, 6 to 12 ins.	17.50	150.00
1-yr., field-grown, 6 to 12 ins.	12.00	100.00	2-yr., field-grown, 12 to 15 ins.	20.00	175.00
<i>Pinus strobus</i>			<i>Osmanthus aquifolium</i>		
2½-in. pots, 4-yr., 6 to 8 ins.	25.00	200.00	<i>Osmanthus fortunei</i>		
<i>Berberis, Crimson Pygmy</i>			2½-in. pots	17.50	150.00
<i>Berberis, julianae</i>					
2½-in. pots	17.50	150.00			
<i>Cotoneaster horizontalis</i>					
2½-in. pots	17.50	150.00			
<i>Euonymus argentea</i>					
2½-in. pots	17.50	150.00			

CONIFEROUS EVERGREENS, B & B

	Each
<i>Arborvitae, Baker</i> , 30 to 36 ins.	\$1.25
<i>Ilex convexa</i> , 18 to 24 ins.	1.50
<i>Ilex hetzi</i> , 18 to 24 ins.	1.50
<i>Ilex rotundifolia</i> , 18 to 24 ins.	1.50
<i>Juniper, Andorra</i> , 18 to 24 ins.	1.50
<i>Juniper, fastigiata</i> , 3 to 4 ft.	1.25
<i>Juniper, Greek</i> , 18 to 24 ins.	1.50
<i>Juniper, hetzi glauca</i> , 24 to 30 ins.	1.50
<i>Juniper, Pfitzer</i>	
15 to 18 ins.	1.25
18 to 24 ins.	1.50

AZALEAS IN GALLON CANS

Aladdin	Hampton Beauty
Bettina	Hinodegiri
Billy	Othello
Buccaneer	Poukhanense
Fashion	Rosebud
Fedora	Wilhelmina

60¢ each

CONTAINER-GROWN EVERGREENS, 1-Gal.

<i>Ilex burfordi</i>	<i>Juniper, Blue Pfitzer</i>
<i>Ilex convexa</i>	<i>Juniper, Nick's Compact</i>
<i>Ilex hetzi</i>	<i>Pfitzer</i>
<i>Ilex repandens</i>	<i>Ligustrum lucidum</i>
<i>Ilex rotundifolia</i>	<i>Liriope variegata</i>
<i>Juniper, Pfitzer</i>	

60¢ each

We have many items not listed in this advertisement. This includes liners, container-grown material and field-grown stock. A visit to our nursery will convince you of the quality of the material we grow.

ATHENS NURSERY CO.

Athens, Ala.

TREES

That Will Make You Money

Each		100,000 Christmas Trees	
		Fresh Cut to Order	
Norway Spruce, green, full			Each
3 to 4 ft.	\$3.25	Norway Spruce, green, full	
4 to 5 ft.	4.50	5 to 7 ft.	\$2.25
5 to 6 ft.	5.50	4 to 5 ft.	1.50
6 to 7 ft.	6.50	Scotch Pine, blue-green, cones	
Scotch Pine, blue-green, cones		No. 1, 5 to 7 ft.	1.50
3 to 4 ft.	3.00	No. 2, 5 to 7 ft.90
4 to 5 ft.	5.50	Red Pine, green, full	
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3 to 4 ft.	3.50	No. 1, 5 to 7 ft.	2.25
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Red Pine		Red Pine, green	5¢
4 to 5 ft.	5.50	Austrian Pine, green	5¢
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said about climate and good living, Mr. Buma chalks it up mainly to new job opportunities.

Personal income in the past decade rose 122 per cent—twice the national average. This should be repeated in the present decade.

Now that the nation is coming out of the recession doldrums and, in fact, rising rapidly, California should do much better than the rest of the country in the next 18 months.

Defense expenditures are rising, and California's share should increase. At present, its share is 50 per cent of civilian and 40 per cent of military in top priority fields such as missile production. Unemployment should be down to 4 per cent by the end of 1962.

Sees Production, Sales Gain

The crystal ball is hazier after 1962, but Mr. Buma expects California to secure a higher share of increasing defense expenditures. Then it should be able to increase the production of its own needs, which the increased population will buy from retailers.

The year 1970 should see over 21 million people, which would be about the same 5.1 million increase as in the 50's, but a slower growth relatively. Personal income, now at \$45 billion, should be over \$70 billion by 1970. Per capita income will rise from \$2,740 to \$3,340, or over \$9,000 per family.

Certainly there will be slack years, for business cycles still exist. There will be fierce competition, since the consumer is stocked up. Discount operations should increase, but these will be offset by increases in services, especially credit.

The demand for nursery products will rise, but good management will be the key to the success of the individual nurseryman. Small business is not in danger, except as individuals may be weak in any business. There will be more pressure on land, with prices continuing to rise, but at a decelerating pace. In the future, as in the past, Mr. Buma concluded, success will depend upon the individual's seizing his opportunities and making the most of them.

SOLD recently to Walter E. Flagg was Grogan's Windy-Lo Nursery, South Natick, Mass. Now known as the Windy-Lo Nursery, the operation has been moved to Mr. Flagg's Christmas tree farm, Route 16, 309 Eliot street, South Natick.

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According to J. L. Kopach, owner of Suncrest Evergreen Nurseries,

"RUTEX proved to be a definite time saver in the preparation of seedlings for bare root shipment. Spraying the seedlings prior to packing reduced the bulk of moss usually needed thus saving space and labor."

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tion in bulk substantially increased the total payload. As a result, shipping costs were reduced by almost a third."

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THIS BUSINESS OF OURS

Reflections on the Problems of Nurserymen

By E. Sam Hemming

OVERPRODUCTION

While talking with other nurserymen, I am beginning to hear more frequent comments about overproduction, with its attendant worries. Overproduction once plagued my firm back in the late 1920's and early 1930's. Many (myself included) thought then that it could hardly be a serious problem again, and I do not know now whether it is or not. After World War II a great deal of propagation was necessary, and then the long building boom continued the demand. It was not these factors which made me predict that serious overproduction would not occur again, but rather the factor of rising costs.

Back in the 1920's, much of the excess production occurred when labor was being paid 25 cents or even less per hour and land was selling for \$50 per acre. If there is overproduction today, it is being done with labor paid from \$1.15 to \$2 an hour and with much nursery land selling for \$500 and more an acre. Overproduction under these circumstances is quite a feat in itself, particularly as many complain that nursery prices have not kept pace with the great increase in costs.

There is no use attempting to find a general solution to overproduction, for the problem is much more complex than that. In one sense, overproduction is a phenomenon peculiar to free enterprise and capitalism and, to that extent, is a desirable part of our economy because it acts as an indicator. Recognition of overproduction helps to keep businesses healthy by gearing propagation to probable markets.

Popular Items Often Overproduced

Oddly enough, overproduction is most likely to be found in items that have a new popularity or are enjoying a boom, often including difficult-to-propagate and once quite rare and choice plants. Overproduction has come in such items as orchids, hollies, boxwood, camellias, azaleas and roses more commonly than in fruit trees, California privet and spireas. It has come in the various taxus varieties as well as in the arborvitae, junipers

and retinosporas which they replaced.

Overproduction can exist in small quantities and later the same market can consume much greater quantities of the item. For example, 20 years ago small quantities of holly were hard to sell—later, the market expanded a hundredfold. Boxwood sold for high prices in the depression but rather poorly during the boom; now it is bringing much higher prices.

Similarly, overproduction's disadvantages may appear in the market place on rather small excesses. Unlike overproduction of products of general commerce, overproduction in the nursery business may show itself when the market calls for 10,000 of an item and 11,000 have been produced, yet the following year the call may be for 20,000. In the true sense, situations like these can hardly be termed overproduction.

The answer to overproduction is not simple, though one might think that a cutback in production is an obvious solution. Sometimes it is, but the cardinal rule in big business is that one must go forward—to go backward is fatal.

The nurseryman can cut back rather easily, for he can concentrate on other items in demand and increase his efforts in merchandising. He can also grow the difficult and troublesome plants which other nurserymen do not want to grow. Good-size shade trees and choice conifers are examples.

A current item of popularity for booming and consequent overproduction seems to be bonsai plants. There is no doubt that these are particularly attractive and much good is going to come out of the boom. Since no one knows how long any boom will last, no one can predict when to increase production and when to slow up. However, the effort will not be wasted even if, someday, some nurserymen are going to have too many on hand.

In many ways, the problem of overproduction has more good features than bad and helps nurserymen stay alert to the changing demand.

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* Number following description refers to minimum temperature "Hardiness Guide." See pages 46 and 47 of your MN General Catalog.

Juniperus chinensis pfitzeriana aurea (4) C Golden Tip Pfitzer

The showy gray-green foliage is splashed with a rich golden yellow glow. A wonderful addition to any planting is this colorful spreading Juniper.

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Connecticut Day On Weed Control Using Chemicals

By John F. Abrens

Over 100 persons attended the recently held nursery and turf weed day at the Windsor laboratory of the Connecticut agricultural experiment station, Storrs. Turf growers, nurserymen and garden center operators were invited to view experiments involving chemical weed control in turf and nursery plantings. Sponsored co-operatively by the Connecticut agricultural experiment station and the Connecticut extension service, University of Connecticut, the event was staged in an attempt to bring growers up to date on weed control research conducted in Connecticut.

After being welcomed by Dr. Gordon S. Taylor, assistant to the director of the Windsor station, the group viewed the turf plots and heard a talk on the background of the station's research in chemical weed control by Dr. Albert E. Diamond, head of the department of plant pathology and botany at the station. They were told that experiments with the use of chemicals in nursery plantings were first started in Connecticut in 1958.

View Experiments

The group then inspected several nursery experiments on the station grounds, conducted by Dr. G. F. Ahrens and other station personnel. In one experiment Simazine and other herbicides had been applied to beds at single and double dosages for four seasons, each application being followed by a transplanting of liners of yews, hemlock and euonymus into the plots. No injury to newly planted liners of yews was caused by applications at normal dosages of any chemical over the 4-year period, it was stated. Granular Simazine, atrazine and diuron controlled weeds for the longest periods.

Euonymus liners, however, were injured by Simazine and atrazine, but not by some of the other materials. Where oats were used as an indicator plant, it was shown that the carry-over of the herbicides in the soil from one year to the next does not appear to be a threat to nursery stock.

In other nursery experiments,

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4-yr., T., 9 to 18 ins.	\$90.00
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2-yr., S., 4 to 8 ins.	24.00
Norway Spruce	
4-yr., T., 8 to 16 ins.	65.00
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White Spruce	
4-yr., T., 10 to 18 ins.	60.00
4-yr., T., 5 to 9 ins.	32.00
Black Hills Spruce	
5-yr., T., 9 to 14 ins.	80.00
4-yr., T., 4 to 8 ins.	50.00
3-yr., S., 4 to 8 ins.	30.00
Concolor Fir	
4-yr., T., 5 to 10 ins.	98.00
4-yr., T., 3 to 6 ins.	70.00
Blue Douglas Fir	
5-yr., T., 10 to 16 ins.	65.00
4-yr., T., 7 to 12 ins.	50.00
2-yr., S., 4 to 8 ins.	22.00
Gray Douglas Fir	
4-yr., T., 12 to 20 ins.	75.00
3-yr., S., 7 to 12 ins.	28.00
White Pine	
4-yr., T., 5 to 12 ins.	60.00
2-yr., S., 4 to 8 ins.	20.00
Balsam and Fraser Fir	
3-yr., S.	28.00
Scotch Pine (Spanish Sierra or French Auvergne)	
5-yr., T., 14 to 18 ins.	70.00
3-yr., T., 7 to 14 ins.	50.00
2-yr., S., 8 to 12 ins.	20.00
Scotch Pine (Austrian Hills)	
4-yr., T., 12 to 16 ins.	49.00
2-yr., S., 8 to 12 ins.	20.00
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4-yr., T., 12 to 16 ins.	68.00
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Dr. Ahrens showed comparisons of wettable powder and granular formulations of Simazine and the effects on hemlock liners and bed-grown plants. Effects of extremely high dosages of herbicides on yews and hemlocks also were shown.

After the tour of nursery plots at the station, Jay Koths, extension horticulturist, led a discussion of the practical use of herbicides in nursery plantings. Several growers reported on their results in using Simazine in plantings.

A tour was later conducted of outlying experiments in two commercial nurseries. The first stop was at Mulnite Farms Nursery, Broad Brook, where Dr. Ahrens pointed out the results of four herbicide applications over a 3-year period in plantings of yews. Double dosages of Simazine had failed to injure the three varieties of taxus grown, and excellent control of weeds was obtained at even lower dosages.

The group also observed treatments on Christmas trees applied the previous December at the Mulnite nursery. Simazine, at four pounds of active ingredient per acre, controlled the weeds with no injury to the spruce plantings.

At the final stop of the day, the Burgess Nursery, Wapping, the group learned of the promising results being obtained with Simazine and atrazine for the control of quackgrass in nursery plantings. Thomas Burgess, owner of the nursery, estimated that the use of herbicides in his nursery had cut his labor requirement in half during the 1961 season.

Despite threatening weather and occasional rain during the day, the event was termed a complete success.



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MILWAUKEE, WIS.

Texans Get Details Of Rules in New Rose Grading Law

Regulations requiring inspection of field-grown rosebushes and setting grades and labeling requirements thereof when sold or offered for sale in the state of Texas were promulgated September 12 by the state commissioner of agriculture, John C. White, in accordance with the directions of senate bill 400 passed by the state legislature earlier this year. Copies of the new rules were distributed to Texas nurserymen October 3. These rules apply not only to rosebushes grown in Texas, but also to those grown out of state and shipped into Texas for sale within the state. The regulations apply to rosebushes only, not to cut flowers.

Any rosebush grower selling in Texas who plans to grade or claim a grade for his rosebushes should write to the Texas department of agriculture, Austin, for application for a certificate of authority which the rose grading act requires to denote those persons, firms or corporations claiming a grade on their rosebushes. Fees for this certificate, to be renewed each January 1, are set down in the regulations. Each certificate of authority will be given a number, and this number is to be stamped or printed on labels attached to each rosebush or rosebushes.

It is not necessary for a rose grower to obtain a certificate of authority and follow these rules unless he does claim or designate a grade for the rosebushes he offers for sale in Texas. For instance, a grower selling direct to a processor or packer does not have to hold a certificate of authority or grade his rosebushes, but the processor or packer does. The person, firm or corporation which labels the bush is responsible for the grade claimed.

The standards specified apply to all roses when sold either bare root in bundles, individually wrapped and packaged, or in cartons or containers.

All grades of roses must have a well-developed and well-proportioned root system sufficient to give normal growth when properly planted. It shall show no shriveling or blackening from drying or other damage. The cane or canes shall be adequately matured, shall be free from shriveling, and a live,

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healthy condition shall be indicated by the cambium layer. In the event of freeze damage, a rosebush shall be considered viable if in the judgement of the inspector 70 per cent of cambium eight inches above the bud union and 100 per cent of the bud union remain in good growing condition.

All canes used in grading must branch within three inches of the bud union, and the caliper of the cane will be measured at four inches from the bud union.

There must be a label attached to each unit or each display bin sold at the consumer level denoting the grade. The word "Grade" shall be stated following each grade designation.

Four grades were designated: Jumbo, No. 1, No. 1½ and No. 2. Standards set for the four grades in the classifications of hybrid teas, climbers and grandiflora are as follows:

Jumbo—four canes, ¾-inch caliper, or five canes, 5/16-inch caliper or better.

No. 1—three canes, ¾-inch caliper, or four canes, 5/16-inch caliper or better.

No. 1½—three canes, 5/16-inch caliper or better, or two canes, 3/8-inch caliper or better.

No. 2—two canes, ¼-inch caliper or better.

Standards were also set for floribunda and polyantha-baby roses.

Public hearings concerning the then-proposed regulations were held August 14, August 26 and September 5 at Tyler. The hearings were attended by nearly all of the approximately 200 licensed rose growers in the area. At the formal hearing, September 5, a number of rose growers gave their views on the proposed rules. These men were Ed Tedder, Carl Shamburger, Carroll Wilson, Clark Kidd, Raymond Payne, Charles Eikner, Homer Eikner, J. A. Bostick and Joe Burks. About 35 Tyler rose growers went by chartered bus to Austin August 29 to discuss further with the commissioner of agriculture the proposed rules that had been presented at the hearing August 26. Mrs. Neal Harville was a spokesman for the group.

COMPLETED this fall at the Warren County Nursery, McMinnville, Tenn., is a 120-foot addition to its original storage facilities. The new 2-story building gives space for both storage and packing.

HOBKIRK NURSERY, Williams, Ill., has been established by William Hobkirk.

SHERMAN'S SELECT FLOWERING SHRUBS

	Per 10	Per 100	Per 1000		Per 10	Per 100	Per 1000
ALPINE CURRANT (<i>Ribes alpinum</i>)				LILAC , Purple			
12 to 15 ins.	\$4.50	\$40.00	\$350.00	18 to 24 ins.	\$3.50	\$30.00	\$375.00
15 to 18 ins.	5.50	50.00	450.00	2 to 3 ft.	4.50	40.00	350.00
18 to 24 ins.	6.50	60.00	550.00	PHILADELPHUS AUREUS			
24 to 30 ins.	7.50	70.00	650.00	(Golden Syringa)			
ALMOND , Pink (<i>Prunus glandulosa</i>),				18 to 24 ins.	11.00	100.00	-----
own root				24 to 30 ins.	13.50	125.00	-----
2 to 3 ft.	6.00	55.00	-----	RUSSIAN OLIVE , Transplants			
3 to 4 ft.	7.50	70.00	-----	2 to 3 ft.	5.00	45.00	400.00
BARBERRY, THUNBERGI ,				3 to 4 ft.	6.50	60.00	550.00
Green-leaved				SPIRAEA FROEBELI , Dwarf Pink			
15 to 18 ins.	3.00	25.00	225.00	24 to 30 ins.	4.50	40.00	350.00
18 to 24 ins.	4.00	35.00	325.00	30 to 36 ins.	5.50	50.00	-----
BLUE MIST (<i>Caryopteris</i>)				SPIRAEA THUNBERGI , Early White			
No. 1	3.50	30.00	275.00	18 to 24 ins.	3.50	30.00	250.00
CYDONIA (<i>Japanese Quince</i>)				2 to 3 ft.	4.50	40.00	300.00
12 to 18 ins.	2.50	20.00	175.00	SPIRAEA VANHOUTTEI			
18 to 24 ins.	3.50	30.00	275.00	18 to 24 ins.	3.50	30.00	250.00
FORSYTHIA SPECTABILIS				2 to 3 ft.	4.00	35.00	300.00
3 to 4 ft.	6.00	55.00	500.00	3 to 4 ft.	6.00	50.00	450.00
4 to 5 ft.	7.00	65.00	-----	VIBURNUM OPULUS STERILE			
HONEYSUCKLE, CLAVEY'S DWARF				(Snowball)			
30 to 36 ins.	6.00	55.00	500.00	18 to 24 ins.	5.00	45.00	-----
HONEYSUCKLE, MORROWI				2 to 3 ft.	6.00	55.00	500.00
3 to 4 ft.	5.00	45.00	400.00	WILLOW , French Pussy			
4 to 5 ft.	6.50	60.00	550.00	2 to 3 ft.	3.50	30.00	-----
HONEYSUCKLE, TATARIAN , Red				3 to 4 ft.	4.00	35.00	-----
(Wheeling)	5.00	45.00	400.00	4 to 5 ft.	5.50	50.00	-----
HONEYSUCKLE, ZABELI , Red				We also grow a complete line of hardy			
3 to 4 ft.	5.00	45.00	-----	nursery stock.			
HYDRANGEA, P. G.				Write for new wholesale trade list.			
18 to 24 ins.	5.00	45.00	400.00				
2 to 3 ft.	6.00	55.00	500.00				

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PLANT NOTES HERE AND THERE

By C. W. Wood

Double-Flowered Catchfly

It is gratifying to see that American gardeners are commencing to give the double-flowered German catchfly the recognition which its merits deserve. One wonders if the former neglect of the plant was not based on the rather harsh color (magenta, to some) of the type, *Lychnis viscaria*. Then there came upon the scene a form known as variety *splendens*, which had larger flowers, more vivid color and perhaps longer blooming. The latter form finally evolved into what is known as *Lychnis viscaria splendens flore-pleno*, double-flowered German catchfly, a plant with a gratifyingly long blooming season, during which a large number of big, fully double, brilliant ruby-crimson (according to the writers of catalog copy) flowers are produced. Gardeners who profess to dislike the plant because of its color can usually be won to the side of its admirers by seeing it displayed against a background of plants that bear gray, silver or white leaves.

Propagation is by division at almost any time of the year, and the plant grows readily in any ordinary garden soil in sun.

Geranium Incisum

I do not think an Iowa correspondent will be making a mistake by adding *Geranium incisum* to his list. In fact, of our native crane-bills, it may be classed, with a reservation or two, with the best, in my estimation. One reservation is its slight tenderness to the cold of far north winters, especially if one's material is from its southern range. Since it grows in the Pacific coast areas from California to Alaska, one would naturally think that it would be fully hardy anywhere in the states, but in my trials years ago Oregon plants were not reliable, and material from British Columbia needed protection if planted in exposed situations, though it was perfectly hardy in spots where snow was sure to stay on it from early winter until late spring.

Plants of the species vary in stature and color of flower in its natural range. Generally speaking, how-

ever, plants in my trials could be depended upon to stay about a foot in height, rather than the two feet mentioned in some of the floras, and showed little deviation from a light purple, having little, if any, of the pink and rose shades reported by some.

It is a good garden plant, doing well in sun or light shade, and it stands considerable dry weather. I do not remember that I ever tried to grow it from cuttings, but other species with its growth habits are propagated easily from soft cuttings in July, and some with its general make-up are quite successful from root cuttings in summer.

Chaenorrhinum Origanifolium

I have a letter from an eastern correspondent that has me disturbed. I quote from it, in part, as follows: "Years ago you sent me seeds labeled *Linaria origanifolia*; later I had it from Europe as *L.*

origanifolia crassifolia; then you sent me seeds called *Anarrhinum crassifolium*, which I thought were the same thing when they flowered; last year I ordered seeds from England which they called *Chaenorrhinum origanifolium*. I do not discount the value of the plant in the garden, but one of these names is enough to discourage a gardener and the multiplicity of names is sure to smother it to death. Can you tell me what to call it—a name that is likely to stick? And have you an idea, unless it is because of the confusion in its names, why it is not more often used in gardens?"

Regarding the names: My copy of "Hortus" indicates it should be *Chaenorrhinum origanifolium*. How long it will remain that way, I have no idea. If I were now growing plants commercially, I think I should call it *Linaria origanifolia*, until some government agency (I understand that the federal trade

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commission is stepping on the toes of some dealers who have manufactured common names to suit their fancy) told me to desist. In all seriousness, it is my opinion that it is far more important to get the plant into gardeners' hands than it is to waste one's time trying to get a name that will satisfy all the systematists.

I suppose there are some gardeners who object to its flower color, variously described as lavender pink, pale purple and pale lavender purple, but, considering all its other virtues, that number surely could not be many. Among those virtues is its willingness to please by commencing to flower early and continuing late. Seeds planted in April should produce blooming plants in early June and continue, with a little care with the shears and attention from the hose if dry weather overtakes them, into autumn. It makes little bushes to 10 inches tall, each plant with many flowering stalks, commencing to bloom when only a couple of inches tall and continuing to flower until the stems have reached their ultimate height. If planted close together, they soon produce a pretty mat, making a splendid cover for bulb beds; they are also good for edging purposes and for groups at the front of the borders. And, of course, they are good rock garden plants. They are best in full sun, but also make a satisfactory showing in part shade.

Like many plants with prolonged flowering periods, they are likely to be short-lived, but they usually self-sow when allowed to mature seeds. The flowers, though rather small, are so freely produced that the plants are practically covered with color—pale lavender-purple flowers with white blotches on the lower petals. A shearing after flowering has ceased will produce a mat of foliage ready for the next performance. Propagation is easy from seeds and from cuttings.

Linaria Alpina

Seeds of *Linaria alpina* planted during the first two months of the year should make generous flowering-size plants during the active selling season in May and June and should continue during the rest of the outdoor gardening season until cut down by heavy freezing. It is one of the best of the easily grown plants for the rock garden or for forward positions in the perennial border, asking for no more than a light soil in sun or part shade. Furthermore, it is one of the best perennials that

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Fall, 1961 — Spring, 1962

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PEACH		Each	Each	APPLE		Each	Each
June Buds		Per 10	Per 100	1-in. cal. and up,		Per 10	Per 100
3 to 4 ft., br.	-----	\$0.35	\$0.32 1/2	5 1/2 ft., br.	-----	\$0.70	\$0.60
30 to 36 ins., br.	-----	.30	.27 1/2	1 1/8-in. cal., 5 to 6 ft.,	-----	.60	.50
24 to 30 ins., br.	-----	.25	.22 1/2	br.	-----	.60	.50
18 to 24 ins., br.	-----	.20	.17 1/2	7/8-in. cal., 4 to 5 ft.,	-----	.50	.40
12 to 18 ins.	-----	.15	.12 1/2	br.	-----	.50	.40
Marcus	Washington			7/8-in. cal., 3 to 4 ft.,	-----	.40	.30
Cardinal	Redglobe			br.	-----	.50	.40
Sunhaven	Richhaven			4 to 6 ft., 1-yr., whips	-----	.40	.30
Coronet	Loring			3 to 4 ft., 1-yr., whips	-----	.30	.20
Redhaven	Belle of Georgia			2 to 3 ft., 1-yr., whips	-----		
Ranger	Redskin			Yellow Transparent	Dark Red Jonathan		
Keystone	Elberta			Lodi	Yellow Delicious		
Triagem	Shippers Late Red			Anoka	Dark Red Delicious		
				Grimes Golden	Dark Red Stayman		
					Red Rome Beauty		
PEACH				5-N-1 APPLE			
Dormant Budded				The City Man's Orchard			
1 1/2-in. cal.,				Five different varieties budded			
6 to 7 ft., well-br.	-----	.70	.60	on one tree—Yellow Delicious, Red			
1-in. cal., 5 1/2 ft. and				Delicious, Stayman Winesap, Yellow			
up, well-br.	-----	.65	.55	Transparent and Rome Beauty. Nice,			
1 1/8-in. cal., 4 1/2 ft. and				well-branched trees.			
up, well-br.	-----	.55	.45	3/4-in. cal. and up	-----	1.40	1.25
7/8-in. cal., 4 to 5 ft.,				1 1/8-in. cal.	-----	1.25	1.10
well-br.	-----	.45	.40	7/8-in. cal.	-----	1.10	1.00
7/8-in. cal., 3 to 4 ft.,							
well-br.	-----	.35	.32 1/2				
7/8-in. cal., 2 to 3 ft.,							
br.	-----	.25	.22 1/2				
Redhaven	Elberta						
Richhaven	Redskin						
Sunhaven	Loring						
Halehaven	Sullivan Elberta						
Rio Oso Gem	Golden Jubilee						
PEAR				MALUS			
1 1/8-in. cal.	-----	.80	.70	(Flowering Crab Apple)			
7/8-in. cal.	-----	.70	.60	Almey, Dolgo, Eleyi, Floribunda,			
7/8-in. cal.	-----	.60	.50	Hopa, Red Silver, Red-vein			
7/8-in. cal.	-----	.50	.40	5 to 6 ft., 2-yr., br.	-----	1.00	.80
				4 to 5 ft., 2-yr., br.	-----	.75	.60
Ayer	Carriack			3 to 4 ft., 2-yr., br.	-----	.60	.50
Bartlett	Kieffer			4 to 5 ft., 1-yr., whips	-----	.50	.45
				3 to 4 ft., 1-yr., whips	-----	.40	.35
				2 to 3 ft., 1-yr., whips	-----	.35	.30
PRUNUS NEWPORT				PLUM, PRUNE and NECTARINE			
(Purple-leaved Plum)				1 1/8-in. cal., 4 1/2 to			
PRUNUS PERSICA				6 ft., br.	-----	.70	.60
(Double Red-flowering Peach)				7/8-in. cal., 4 to 5			
1 1/8-in. cal., 5 to 6 ft.,				ft., br.	-----	.60	.50
br.	-----	.60	.50	7/8-in. cal., 3 to 4			
7/8-in. cal., 4 to 5 ft.,				ft., br.	-----	.45	.40
br.	-----	.50	.40	7/8-in. cal., 2 to 3			
7/8-in. cal., 3 to 4 ft.,				ft., br.	-----	.35	.30
br.	-----	.40	.35	18 to 24 ins.,			
7/8-in. cal., 2 to 3 ft.,				June buds	-----	.25	.22 1/2
br.	-----	.25	.22 1/2	12 to 18 ins.,			
18 to 24 ins.,				June buds	-----	.20	.17 1/2
June buds	-----	.20	.17 1/2				
12 to 18 ins.,				Bruce Plum	Garden State Nectarine		
June buds	-----	.17 1/2	.15	Stanley Prune	Redchief Nectarine		

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Seedlings only of the Peter Lut strain, 1-yr. whips and 2-yr. branched, mostly Nanking progeny. Also, properly stored weevil-free seed nuts. Our low costs of production permit low quantity prices. Inquiries invited.

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LINERS FROM OPEN BEDS

All our cuttings are rooted in soil in outside beds under mist—then hardened off and thoroughly established in the soil where they make a mature, hard root system and often some top growth. Many of these rooted cuttings will have to go into 3-in. or larger pots. Better not plan on putting any except the smallest in 2¼-in. pots because they just won't fit. Of course, some of the *Ilex crenata* varieties and some of the others can go in pots that small. Some of our friends put the larger rooted cuttings right out in the field and usually have good luck with them, if planted at the right time; that seems a little radical to us and we don't recommend it. However, any plant we list as a bed-grown liner is ready for the field.

Mo. Yr.—date rooted BG—bed-grown
RC—rooted cutting C—cuttings
FG—field-grown S—seedlings

Berberis Crispum Pygmy—RC, July 61, 3 to 5 ins., many already branched, 12c; light, BG, liners, 18 mos. old, branched to fairly bushy, 5 to 8 ins., 18c; heavy, FG, liners, 6 to 9 ins., bushy, 25c; heavy, FG, 3-yr., 8 to 10 ins., bushy, 40c.

Berberis julianae—The hardest evergreen barberry—RC, Aug. 61, 5 to 7 ins., 6c.

Berberis julianae nana—Compact growth, darker green leaf, may be even harder. RC, Aug. 61, 5 to 7 ins., 10c; C, rooted Aug. 60, ready for field, 9 to 12 ins., but not all branched, 30c.

Berberis mentorensis—RC, Aug. 61, 5 to 7 ins., 7c.

Buxus sempervirens (BOXWOOD)—An excellent bushy strain—C, rooted Sept. 1960, and kept cut back to 6 to 7 inches, beginning to bush out well, 10c. The best we have had in several years.

Chamaecyparis obtusa nana—(dwarf Hinoki cypress)—2-yr., BG, liners, 4 to 6 ins., 40c.

FLOWERING QUINCE

Chaenomeles (Cydonia)—On own root from softwood cuttings. No suckering from these plants. In our experience, Flowering Quince on its own roots grows and flowers much better than it does if grafted on anything. We still have more than 50 different varieties in our trial grounds.

Nivalis—Pure white, the best of the white-flowering quinces, vigorous, upright—RC, June 61, up to 8 ins., but should be potted or bedded, 10c; BG, liners, 3 to 15 ins., 18c; 15 to 24 ins., 24c; field, A. A. N. grading, 12 to 18 ins., 35c; 18 to 24 ins., 45c; 2 to 3 feet, 60c.

Texas Scarlet—Red, spreading grower, wider than high. An excellent foundation plant, never gets too tall. Showier than an azalea. The best for canning because of the profuse red flowers on a compact, low plant. It is the prettiest quince and maybe the prettiest plant we ever saw in a can. RC, June 61, up to 8 ins., 10c; BG, liners, 8 to 15 ins., 20c; field, A. A. N. grading, 12 to 18 ins., 35c; 18 to 24 ins., 50c.

Jet Trail (NEW)—Pure white sport of Texas Scarlet with same growth habit and all the good qualities of its parent. The only low-growing, white-flowering quince I know of. Be the first to have it. RC, June 61, 20c; BG, liners, 8 to 15 ins., 35c.

Simoni—Nearly sold out for this year.

Ruby Glow—The deepest red (except Simoni) of the more than 70 varieties I have had, vigorous, upright—RC, June 61, up to 8 ins., 10c; BG, liners, 8 to 15 ins., 25c; 15 to 24 ins., 35c.

Toyonishiki—From Japan through the Morton Arboretum. Pure white, pure pink and pink and white flowers at random on the same branch. Some plants show single branches of pure red flowers. A most remarkable effect. A clean, upright, vigorous grower. RC, June 61, 20c; BG, liners, 10 to 20 ins., 35c.

Phyllis Moore—Fully double, red flowers—sold out.

Crimson Beauty—Extremely upright, deep red, very vigorous—FG, liners, 12 to 24 ins., 40c.

Cameo—Fully double flowers. An excellent selection. Limited quantity. RC, June 61, up to 8 ins., 25c; BG, liners, 8 to 15 ins., 40c.

Cherry laurel—See *Prunus*.

can be treated as an annual and should be made much more of by gardeners. It no doubt would be, too, if growers would push it.

It should be made clear, though, that the plant is not reliably hardy in northern Michigan unless it is assured a good snow blanket; it usually perpetuated itself in my trials, however, by self-sowing; so one need seldom be without it once it has gained a foothold in a con-



DAWN REDWOOD

Euonymus alatus compactus—RC, June 61, strong tips, about 6 ins., 8c; C, rooted July 60, BG, ready for field, most are lightly branched, 8 to 12 ins., 15c; field-grown, well-branched, 8 to 12 ins., 25c; 12 to 15 ins., 35c.

Ginkgo biloba—1 yr., S, 8 to 12 ins., 10c; 2 yr., S, 12 to 18 ins., 18c; 18 to 24 ins., 25c; 3 yr., S, 2 to 3 ft., 35c.

HOLLY

Ilex cornuta femina—RC, Aug. 61, strong tips, 4½ to 6 ins., 6 to 12 leaves, heavily rooted, 8c; C, rooted Aug. 60, kept cut back to 6 to 9 ins., nearly all beginning to branch well, 15c.

Ilex cornuta MALE—RC, Aug. 61, 4 to 6 ins., 5 to 10 leaves, heavily rooted, 12c.

Ilex cornuta burfordi—RC, Aug. 61, strong tips, 5 to 6 ins., 6 to 12 leaves, heavily rooted, 8c; C, rooted Aug. 60, kept cut back to 6 to 9 ins., nearly all beginning to branch well, 15c.

Ilex cornuta rotunda—Extremely compact, relatively dwarf, BG, liners, 18 mos. old, 5 to 8 ins., 25c.

Ilex cornuta x Pernyi—A hybrid between *I. cornuta* and *I. Pernyi*, very attractive, new and different—RC, Aug. 61, 3½ to 4½ ins., 6 to 12 leaves, 12c; 2½ to 3 ins., 5 to 10 leaves, 8c.

Ilex crenata convexa (bullata)—RC, Aug. 61, long tips, 5 to 6 ins., 7c.

Ilex crenata hetzi—RC, Aug. 61, long tips, about 6 ins., 7c; C, rooted Aug. 60, kept cut back to 7 to 8 ins., beginning to branch well, 10c.

Ilex crenata Maxwell—A Bennett hybrid, looks like *convexa* but a much better grower. A money-maker. RC, Aug. 61, 5 to 6 ins., 8c; C, rooted Aug. 60, kept cut back to 7 to 8 ins., beginning to branch well, 12c.

Ilex crenata compacta—A Bennett hybrid, a very good and compact grower, very dark green. Makes a perfect plant with little or no trimming. The best *I. crenata* I have ever seen. RC, Aug. 61, 4 to 6 ins., 8c.

Ilex crenata rotundifolia—RC, Aug. 61, 4½ to 6 ins., 3c.

Ilex Foster's Hybrid No. 2—Narrow, spiny leaves, red berries, fruits heavily, rapid grower, quite hardy. C, rooted Sept. 60, kept cut back to 7 to 9 ins., beginning to branch beautifully, 15c.

Ilex opaca (American Holly)—Varieties selected for good compact growth, good berries, guaranteed female and guaranteed male from cuttings. BG, liners 4 to 6 ins., 17½c; BG, liners, many lightly branched, 18 to 30 ins., 50c. *Ilex opaca* shipped only on March 1, 1962, because that is the best time to move American Holly.

JUNIPERS

Juniperus—All the following are from short, greenhouse-type cuttings. They were rooted under mist in beds of soil in the spring of 1961. They have been cut back several times to make nice, compact, heavy, rooted cuttings about 5 to 6 ins. high, depending on variety beginning to bush out. None are leggy. They are still small enough to pot. If you plan to sell potted liners, many of these will be salable just as soon as they establish their roots in pots.

Juniperus Andorra—RC, 10c; \$95.00 per 1000.
Juniperus Andorra compacta—The genuine "Youngstown Variety." Really compact. The hottest thing on the market today. RC, 12c; \$115.00 per 1000.

Juniperus pfitzeriana—RC, 10c; \$95.00 per 1000.
Juniperus pfitzeriana Armstrong—Compact, fine texture, excellent form; RC, 11c; \$105.00 per 1000.

Juniperus pfitzeriana Blue—The best, bright blue strain, not like *hetzi*. Slightly flatter than regular *Pfitzer*, and a slightly faster grower. RC, 15c; \$140.00 per 1000.

Juniperus pfitzeriana Nick's Compact—RC, 10c; \$95.00 per 1000.

Juniperus pfitzeriana Ozark Compact—The best compact *Pfitzer* we have seen. Finer in texture than Nick's Compact, and a much better winter color. RC, 12c; \$115.00 per 1000.

Juniperus pfitzeriana nana—RC, 12c.

Juniperus procumbens—RC, 15c; \$140.00 per 1000.

Juniperus chinensis columnaris—RC, 15c; \$140.00 per 1000.

Juniperus keteleeri—RC, 15c; \$140.00 per 1000.
Juniperus squamata parsoni—RC, 15c.

Mahonia bealei—1 yr., S, from well-spaced outdoor beds, just right to pot, 7c; \$60.00 per 1000.

Mahonia pinnata—Somewhat like *aquilifolium*, but much better. Vigorous, compact growth in full sun, never leggy. Foliage bright bluish-green, new growth red. Hardy to Boston at least. BG, liners, 8 to 12 ins., 30c; Field-grown liners, heavy, but not well-branched. Will branch themselves first year they are in field, 12 to 24 ins., 50c.

Mahonia aquifolium—"Un-named"—NEW
—So new we haven't found a name good enough. The best *Mahonia* I have ever seen. Better than *M. pinnata*, if that is possible. Extremely compact, yet an excellent grower. Grown from cuttings, of course. BG, liners, 8 to 12 ins., 50c; Field-grown liners, 12 to 24 ins., 80c.

Mahoberberis aquicandula and **Mahoberberis aquisargenti**—NEW—Remarkable hybrids between *Mahonia* and *Berberis*, from Sweden. BG, liners, 8 to 12 ins., 50c.

DAWN REDWOOD

Metasequoia glyptostroboides—Thought extinct for 20,000 years, discovered in China in 1945. Royal Horticultural Society Dictionary of Gardening says, "This tree is undoubtedly one of the most notable acquisitions to our gardens of recent years." I agree. Large tree, fresh green, fernlike foliage, very rapid grower. Many trees only 13 years old are 12 inches in diameter. Deciduous, autumn foliage pale pink. Hardy at Chicago and Boston. 2 to 3 ft., in Plantainer cans, \$2.00, pick up only. Packed for shipment in individual cartons, \$2.40.

Prunus Hally Jolivet—NEW—Charming new flowering cherry. Recently released by the Arnold Arboretum. Long blooming period, with great quantities of dainty, pale pink, semidouble flowers. One of the finest new introductions. BG, liners, own root, 9 to 12 ins. and up, 30c; field-grown, own root, 18 to 24 ins., well branched, \$1.50.

genial spot in a friendly garden. As it is so free in its self-sowing, one would naturally expect it to be a nuisance, but it is too lovely ever to gain that name.

One role that I have seen this plant play with distinction may be worth a little space here. As every experienced gardener knows, the climate of this country makes the culture of many alpine a risky task. Here is where *Linaria alpina* can be

used to good advantage. The alpine primulas, some of the saxifrages, some gentians and others, which I have to put on a northern slope or wall or give the protection of a large rock against the sun, are further benefited by an interplanting of this *linaria*, its not-too-dense foliage providing just the right degree of shade to save its delicate neighbors.

Next, *linarias* have the reputation of being too rampagous to be

Prunus caroliniana (Cherry Laurel)—1 yr., S. cut back to 8 to 12 ins., beginning to branch, 7c.

Prunus laurocerasus schipkaensis (Cherry Laurel)—Quickly makes a large mound-shaped evergreen, RC, July 61, 5 to 8 ins., many full leaves, heavy root system, 10c; C, rooted July 60, kept cut back to 8 to 12 ins., BG, liners, beginning to branch, 20c.

Prunus laurocerasus zabeliana (Cherry Laurel)—Usually considered the hardest. Spreading, like a Pfitzer Juniper. RC, July 61, 4½ to 7 ins., 12c.

Prunus laurocerasus macrophyllum (Cherry Laurel)—Certainly the prettiest, with very large leaves, very dark green. Is even harder than zabeliana here. RC, July 61, 4½ to 7 ins., 20c.

VIBURNUMS

Viburnums—All these Viburnums are rooted from soft tips in spring or early summer. They grow some during the summer and fall, which makes the rooted cuttings from 4 to 5 ins. up to 12 or more inches tall depending on variety. It is hardly fair to call them rooted cuttings since some of them are more like light, young, bed-grown liners. However, they have not been transplanted, are not branched and most of them are still small enough to pot.

Viburnum burkwoodii—RC, June 61, some beginning to branch, 10c.

Viburnum chenaultii—More compact and shapely than burkwoodii. RC, June 61, 15c.

Viburnum juddii—Better than carlesii. Flowers fragrant and really pink. A more compact plant with more attractive leaves, not subject to leaf spot, RC, June 61, 15c; field-grown, liners, 8 to 12 ins., branched, 30c.

Viburnum macrocephalum sterile—

(CHINESE SNOWBALL)

This is the one we love. Dazzling white snowballs, often 8 to 9 ins. in diameter, as big as a man's head. The most spectacular flowering shrub I ever saw. A clean, vigorous grower. On own roots, much better growth than if grafted. 2-year liners, C, rooted June 60, kept cut back to 12 to 15 ins., fairly well branched, 45c; C, rooted June 60, in polyethylene plant bands, same amount of soil as in 3-in. pots, 65c.

Viburnum opulus sterile (Common Snowball)—RC, June 61, 10c.

Viburnum rhytidophyllum (Leather-Leaved Viburnum)—RC, July 61, 12c.

Viburnum rhytidophylloides—A hybrid between *V. rhytidophyllum* and *V. lantana*. Similar to *rhytidophyllum*, but is harder. RC, July 61, 15c.

Viburnum tomentosum plicatum (Japanese Snowball)—RC, June 61, 12c.

Viburnum tomentosum plicatum grandiflorum—Snowballs considerably larger and whiter than regular Japanese Snowball. RC, June 61, 20c.

NEW VIBURNUMS

Viburnum rhytidocarpum

Viburnum Willowood—Both are *V. rhytidophyllum* hybrids.

Viburnum Bodnantense—A hybrid between *V. fragrans* and *V. grandiflorum*. Pink flowers.

Viburnum tomentosum "Lanarth Variety"

—Said to be even better than mariesii. Any of these four in very limited quantity, RC, July 61, 35c.

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trusted near small plants; actually, *L. alpina* is sufficiently restrained in its growth to be included in all except the choicest (perhaps frailest is a better word) company. In these associations, one must watch to get harmonious blendings of colors. True *L. alpina* is a 3-inch plant with violet and orange snapdragons, but the plant has apparently been promiscuous since coming into decadent civilization, and

there are now what seedsmen call variety hybrids, growing to six inches in height, with a wide range of flower colors.

Dryas

Of the many forms which the rose family has assumed, dryas is not the least valuable. Although not entirely foolproof, the plants should give little trouble anywhere except in the hottest parts of the country, and material from the southernmost range might do well even in warm sections if given shade and water during dry weather. Here in the north they seem to do well in almost any spot that is not desert dry, perhaps preferring what gardeners call dappled shade.

They are among the best of creepers for rock garden planting, depending not entirely upon their white or yellow flowers, as the case may be, for their charms, because their shining, evergreen leaves are of year-round value and their fluffy seed heads, on the order of an alpine anemone, are especially ornamental.

The two species most readily available, *Dryas drummondii* and *D. octopetala*, are also about the best; at least they are good enough to supply all ordinary needs. The first of these has bright yellow flowers, while the flowers of the other are creamy white at first and later become almost pure white. These two and their hybrid, *D. suendermannii*, are all of quite easy culture, but *D. integrifolia*, from the high latitudes of arctic America, proved, in my trials, to need too much attention to keep it going when the other three kinds mentioned before are available.

All the kinds may be grown from seeds, which are slow to germinate and are best sown outdoors in autumn; from division of the stems, which often root as they creep over the ground, and from cuttings. The latter may be taken from fresh, new growths in late spring, I am told, but I never was very successful with them; however, heel cuttings, about three inches long, with the bottom of the cuttings of old wood, may be inserted in pots of light, sandy soil and kept in a close frame for a month to six weeks, when they should root at least 50 per cent.

Epilobium Latifolium

A New England reader says that he bought seeds marked *Epilobium latifolium* that produced plants 15 inches tall and his brother told him, when he saw the plants last

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6 to 8 ft., 3/4-in. cal., up.	\$7.50	\$75.00
5 to 6 ft., 1 1/16-in. cal.	5.50	50.00
4 to 5 ft., 9/16-in. cal.	4.50	40.00
3 to 4 ft., 7/16-in. cal.	3.50	30.00

Dixi Red, Dixi Gem, Belle of Georgia, Cardinal, Early Elberta, Elberta, Early Wheeler, Golden Jubilee, Halehaven, J. H. Hale, Red Flowering, Redhaven, Red Indian.

PLUM TREES 2-Yr.

	Per 10	Per 100
6 to 8 ft., 3/4-in. cal.	\$8.00	\$75.00
5 to 6 ft., 1 1/16-in. cal.	6.50	60.00
4 to 5 ft., 9/16-in. cal.	5.50	50.00
3 to 4 ft., 7/16-in. cal.	4.50	40.00

Abundance, Golden, Methley. (We have a limited supply of Bruce and all red plums through 5 to 6-ft. sizes at same prices as above.)

PEAR TREES Dormant Buds

	Per 10	Per 100
5 to 6 ft., 1 1/16-in. cal.	\$7.50	\$70.00
4 to 5 ft., 9/16-in. cal.	6.50	60.00
3 to 4 ft., 7/16-in. cal.	5.50	50.00

Bartlett, Douglas, Garber, Kieffer.

APPLE TREES Dormant Buds and 2-Yr.

	Per 10	Per 100
5 to 6 ft., 1 1/16-in. cal.	\$6.50	\$60.00
4 to 5 ft., 9/16-in. cal.	5.50	50.00
3 to 4 ft., 7/16-in. cal.	4.50	40.00

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summer, that they were not correctly labeled. It appears, from the brother's verdict, that true latifolium, as it is grown in Colorado from locally collected seeds, does not grow more than six inches tall.

All I can do is tell the inquirer a bit of experience. *Epilobium latifolium* apparently varies much in stature as it occurs in nature. Plants coming to me from the Lake Superior region grew as high as 18 inches, while alpine forms from the Rocky mountains are said to be no more than one-third that height. To my present knowledge, I have never had the alpine forms, but they are said to be good rock garden plants, requiring a wet moraine or a position where they will have constant moisture during the growing season. As I know it from trials of Canadian material, it has gray, hoary leaves, quite beautiful in themselves, and large, purplish flowers, as much as two inches across in well-grown specimens, a combination that makes a really good garden plant, where its moisture needs can be supplied.

Alchemilla Alpina

When I was preparing to write this note in response to a request from a western reader, I went to the file on lady's-mantle and found the following without credit, though I suspect it is from Peter van Melle, who wrote so charmingly on plants some years ago, and I do remember this was one of his favorite hardy perennials.

Whoever it may have been, he wrote as follows: "As I have it, *A. alpina* makes small mounds of glorified strawberry leaves, averaging about two and a half inches across, palmately cleft into (mostly) seven fingers. This foliage is dark green and glossy on the upper side, and each lobe is stitched round with a fine silver thread. But the fine part of it all is the reverse side of the leaf—a creation of soft silk and silver sheen that is a feast, both to the touch and the eye."

The leafage is, of course, the plant's fortune, and the 6-inch flowering stems, bearing inconspicuous flowers, may, with reason, be removed before flowering if seeds are not wanted. It is easy to grow in any light soil, doing best in my trials in a rather infertile one, and it is fully hardy.

STARTING Gibson Florists, Nursery & Greenhouse, at Fort Wayne, Ind., are Jerry D. Gibson and his wife, Dorothy.

Pink Dogwood (*Cornus florida rubra*)

	Each	Per 100
1-yr., 12 to 18 ins.	\$0.50	\$0.45
1-yr., 18 to 24 ins. . . . .	.60	.55
1-yr., 24 to 30 ins. . . . .	.85	.75
1-yr., 30 to 36 ins.	1.00	.90
2-yr., 3 to 4 ft.	1.50	1.40
2-yr., 4 to 5 ft.	2.50	2.25
2-yr., 5 to 6 ft.	3.00	2.75

White-Flowering Dogwood (*Cornus florida*) 2-yr.

4 to 5 ft., br.	1.25	1.00
3 to 4 ft., br. . . . .	.90	.60
2 to 3 ft., br. . . . .	.50	.40
18 to 24 ins., br. . . . .	.25	.20
12 to 18 ins., br. . . . .	.10	.08

Flowering Crab Apple Eloyi, Hopa and Almey

1-yr., 2 to 3 ft., whips . . . . .	.30	.25
1-yr., 3 to 4 ft., whips . . . . .	.35	.30
1-yr., 4 to 5 ft., whips . . . . .	.45	.40
2-yr., 3 to 4 ft., br. . . . .	.45	.40
2-yr., 4 to 5 ft., br. . . . .	.60	.50
2-yr., 5 to 6 ft., br. . . . .	.75	.65

(For Almey, add 15c a tree.)

Flowering Peach

Red, White, Pink and Peppermint		
18 to 24 ins. _____	.25	.20
2 to 3 ft. _____	.30	.25
3 to 4 ft. _____	.35	.30
7/16 to 9/16-in. cal. ____	.40	.35
9/16 to 1 1/16-in. cal. ____	.45	.40

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American Nurseryman Chicago 4.

Louisiana Officers Elected at Alexandria Meeting

In spite of the effects of hurricane Carla, which prevented many Texas nurserymen from attending, 195 nurserymen and 62 commercial exhibitors participated in and made a success of the seventh annual convention of the Louisiana Association of Nurserymen, held at the Hotel Bentley, Alexandria, La., September 14 to 16. A featured talk on "Salesmanship" and the presentation of a plaque to Wiley A. Roach, Roach Nursery, West Monroe, "in recognition of his zeal for beautifying Louisiana and dedication to the promotion of the nursery industry," were highlights of the event. The trade show was also dedicated to Mr. Roach.

Chosen president of the L. A. N. for the coming year was Marshall Mugnier, Lafayette Nursery, Lafayette. Elected to serve with him were Clyde Gorum, Lambert Landscape Co., Shreveport, first vice-president; Alvin Guidry, Guidry's Nursery, St. Martinville, second vice-president, and Kent Langlinais, Kent's Nursery, Youngsville, treasurer.

New directors named were Ward Guillot, Guillot Camellia Gardens, New Orleans; Fred Yates, Yates Nursery, Folsom; Milton Vallery, Williams Nursery, Forest Hill; Wiley E. Roach, and N. J. Griffith, Griffith's Nursery, Shreveport, who was appointed by retiring President W. T. Lambright, Lambright Nursery, Shreveport, to serve the unexpired term of Gordon Dugal, Jr., Dugal's Nursery, Lafayette, who has entered the armed services.

At a business meeting of the Louisiana chapter of the American Association of Nurserymen, Earl Vailot, Grandview Nursery, Youngsville, was re-elected president and Marshall Mugnier was named delegate, with Rene Casadaban, of the Casadaban Nurseries, Abita Springs, as alternate.

Convention speakers included Dave Pearce, Louisiana commissioner of agriculture; Clark Kidd, Arp Nursery, Tyler, Tex., A. A. N. director, and Frank Sellars, sales manager, Dow Chemical Co., at New Orleans, whose featured topic, "Salesmanship," emphasized qualities which he said distinguished salesmanship from selling.

Recommendations for changes in the state's horticultural laws and applicability of the federal unem-

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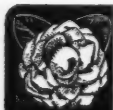
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ployment tax act to the nursery industry were discussed at the business session. Committee reports also were heard.

At the president's banquet, which concluded the convention activities, besides the presentation to Mr. Roach, previously mentioned, awards were presented for top exhibits in the trade show.

CHAS. CHESTNUT

[Continued from page 16]

winter and the net dragged up a wooden bowl made out of elm wood that had been in the water about 200 years. He had that in the collection too. That part was authentic anyway."

"Well anyway," Emil continued, his exhibit attracted a lot of attention and many people wanted to buy the different stuff from Helms. He had his things mounted in picture frames and covered with glass."

"Didn't he sell nothing at the fair at all?", I said.

"Oh yes, he sold plenty." Emil replied. A customer would see something he wanted to buy, but Helms wouldn't sell any of his exhibit even if the customer was crazy to get it. Instead he would tell his customers he had an idea where he could pick up an exact duplicate among the Norwegian farmers out home. He said he was going home that week-end and that he would look around. Then he would go home and work feverishly all week-end and bring back what they wanted."

"He really cleaned up that summer, making Indian relics as fast as he could. Nobody ever suspected that Helms was making the stuff himself."

"Finally a thing happened that tripped him up," Emil said.

"What in the world made him give up when he had it going so good?", I said.

"It was on account of the green arrowhead," Emil said.

"Never heard of one like that," I said. "Did he make it or find it?"

"It was just a whimsical notion, and he should have known better," Emil said. When he was home one week-end, he was walking up the railroad track from the depot in Lake Park. As the track run near his place, he found some green glass from a busted switch lamp, you know they got red glass on one side and green on the other. This is just the thing to make the boys sit up and take notice, Helms thought. So he went home and

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made up the prettiest arrowhead you ever saw. It was about three inches long, I remember."

"He took it back to Chicago to the fair and had it on exhibition. It created a great sensation. In fact some of the Chicago newspapers wrote it up. His business increased almost double. Several people tried to buy it, but Helms said it was the only one he ever seen and it was not for sale. That part was a fact."

"All went well until one day a professor from the museum dropped in to see the arrow."

"Where did you find this arrow?", he said to Helms.

"Found it on my farm," Helms said. And he made up a long-winded tale of how the Indians used to have big fires on a certain spot on a sandy hill on the farm. "The heat must of turned the sand into glass," Helms said. He wanted to sure himself just how it come to be green that way.

"In a few days the professor came back. He had a piece of green glass just like Helms' arrow. "This is a piece of glass from a broken switch lamp, and it looks just like your arrow," he said. "There wasnt any switch lamps nor any railroad for that matter when arrows were made. This arrowhead is a fraud, pure and simple."

"What did Helms do then?", I put in, just to show my interest.

"Well, there wasnt no law against making arrows, but Helms figured he better get out while the going was good; so he took his traps and left for home and never came back to the fair."

"Is that all there is to the story, Emil?", I said "Or is there any more?", as I was anxious to get out and feed the horse.

"No, this is where my part of the story comes in," Emil replied.

"In later years when he left the farm and settled here in Riverbend, Helms used to work for me here at the nursery. He was a teamster and had a team of fine Belgian mares. One day he brought me over a big wooden box of arrows and other Indian relics of all kinds. "I'm tired of having it around," he said. "Maybe you can make some use of this stuff."

"There was little bird arrows and on up to arrows for killing bear and elk. There was elk in these parts in them days when the Indians were here, Chas. In the box was mixing bowls, hammers, axes and a lot of things that Helms himself didnt know what they was

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used for. That box stood there behind the door for half a dozen years, I guess. Once in a while I'd give a souvenir to a customer, but I didn't pay much attention to it," Emil said.

Gradually some of the members heard about my arrows and things. One of the first was old Frank, from Otter Creek. Frank was crazy for arrows, so I let Frank pick over the box and I traded him 50 arrows for a wagonload of gooseberries which I was short of at the time. In those days there was quite a demand for gooseberries. Frank didn't hardly make a dent in the stuff. Frank has still got his arrows, as I seen them when I was up there last summer, the time the privet cuttings was ripe. I never told Frank the history of the arrows and he probably thinks they are 100 per cent made by Indians."

"The best deal I made was with John Bushbottom. John was a great one for something spectacular. In the lot of stuff was a fluted ax that Helms made. It must have weighed 20 lbs., too big for any lazy Indian to lift, but John was dead set on having it."

"One year I was short of box elder; in fact, there wasn't any in the trade except some old John had hoarded. I told him if he would sell me some box elder he could have the ax. By the way, that old crippled box elder there by the corn crib is a part of the lot I got from John that spring."

"If you ever noticed in John's office, he still uses that ax for a door stop. Over the years he has worked up a long-winded story of how he has been offered \$100 for it and how it was made by some tribe of giant Indians from out west someplace. After telling the story so many times, John has come to believe it himself."

"Mr. Morse at the bank was another one. He still has a frame

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24 to 30 ins. \$1.00	15 to 18 ins. \$1.00
30 to 36 ins. 1.25	18 to 24 ins. 1.25
Arbovitae, Berckmans Golden	Juniper, Nick's Compact
15 to 18 ins. 1.00	12 to 15 ins. 1.00
18 to 24 ins. 1.25	15 to 18 ins. 1.25
Juniper, Andorra	Juniper, Pfitzer
15 to 18 ins. 1.00	12 to 15 ins. 1.00
18 to 24 ins. 1.25	15 to 18 ins. 1.25
Juniper, Fastigiata	Juniper, Von Ehron
24 to 30 ins. 1.00	15 to 18 ins. 1.00
30 to 36 ins. 1.25	18 to 24 ins. 1.25
Juniper, Greek	
15 to 18 ins. 1.00	
18 to 24 ins. 1.25	

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with the arrows arranged in a big heart shape on the wall of that little room where he sits at the bank. I seen it when I was in there the other day to renew my note."

"I have lost track of all the trades and deals I made years ago, but there must have been 25 or 30 nurserymen who got that stuff out of Helms' box, all over the country. In the days when I was a big honeysuckle king I used to have a lot of nurserymen coming here to make trades with me. There aint nothing left now but that Indian pipe, one of the best Helms ever made, hanging there behind the door," he said pointing to a dust-covered pipe hanging on the office wall.

"Do you think its time now to let the cat out of the bag, Emil?", I said. Can I write it up for the paper? Some of the members might get sore."

"It dont make much difference now after so many years; most of the old timers are long since gone."

Emil relit his corncob pipe.

"Come on, Chas," he said, "Today we got to go down to Mrs. Morse's. She wants us to move a lot of stuff."

STARTING the Red Barn Shop & Gardens, Burlington, Mass., a nursery with landscape and garden shop phases, is James H. Tucker. Ground covers and ericaceous materials are being grown.

GRAND opening of Gardens Gold Nursery at Las Vegas, Nev., was celebrated September 1 to 3. Owner James B. Eaton is a former operator of nurseries in California.

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ELMER J. MERZ, Executive Secretary

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PENINSULA CHAPTER

Installation of officers was the main order of business at the October 5 meeting of the Peninsula chapter of the California Association of Nurserymen, Hyatt House San Francisco. Officers who will serve the chapter during the coming year are Peter Sugawara, Monte Bello Nursery, Los Altos, president; John Okumura, El Real Nursery & Floral Shop, Santa Clara, vice-president; James Weldon, Germain's Inc., San Jose, secretary, and Ralph Bernstein, Schmidt Nursery, Palo Alto, treasurer.

Directors are Chester Williams, Green Hills Garden & Pet Supplies, Millbrae; Edward Carman, Carman's Nursery, San Jose; Roy Duntun, W. B. Clarke & Co., San Jose, and Philip Matsumura, Mayfair Nurseries, Inc., San Jose.

Holdover directors are Walter Borchers, W. B. Clarke & Co.; Rupert Gurnee, Coulter's Nursery, San Carlos; Louis Shenone, Pacific Nurseries, Colma, and retiring president, John Hahn, Ruehl-Wheeler Nursery Co., Inc., San Jose.

Elmer Merz, executive secretary of the C. A. N., explained the history of the legislative assembly bill No. 2719, which classifies production of nursery stock as an agricultural activity, with ensuing tax benefits. Passage of this bill over strong opposition from labor and county supervisors was a real achievement for the nursery industry.

Mr. Merz also presented plaques to the Peninsula chapter members who are past presidents of the C. A. N.: James H. Wilson, Peters & Wilson Nursery, Millbrae; Clyde Stocking, Stocking Rose Nursery, San Jose, and Ray Hartman, Leonard Coates Nurseries, San Jose.

A highlight of the meeting was an outstanding orchid display by Kay Rinaman, Coulter's Nursery, San Carlos. R. B. K.

NEW C. A. N. CHAPTER

A new chapter of the California Association of Nurserymen, to be known as the North San Diego chapter, was recently organized. Walter Percy, Garden Cove Nurs-

eries, Inc., Carlsbad, is president. Other officers include J. W. Ahlswede, Vista, vice-president; Herman Esswein, Herman's Nursery, Encinitas, secretary, and Terry Hildebrand, Yard N' Garden Center, Vista, treasurer. Directors are George St. Denis, Escondido; Fred Horakh, Vista; Howard Johnson, Valley Center; Oliver Abe, Vista, and W. E. Plimmer, Fallbrook.

ORANGE COUNTY CHAPTER

The Orange County chapter of the California Association of Nurserymen held a meeting October 11 at the Palms restaurant, Anaheim, with 32 persons attending.

David J. Roberts, Roberts Subtropical Gardens, El Modeno, president; H. A. Andersen, Andersen's Wholesale Nursery, Artesia, vice-president; James A. Tringham, Kellogg Supply Co., Inc., Westminster, secretary, and Lem Clark, treasurer.

as well as members of the board of directors elected at the September meeting of the chapter and listed in the September 15 issue of the American Nurseryman, were installed by John Armstrong, Jr., Armstrong Nurseries, Ontario, vice-president of the California Association of Nurserymen.

Harold B. Prickett, Pricketts Nursery, Santa Rosa, president of the C. A. N., gave a short talk on competition in the nursery trade at present compared to what it was 15 years ago. Prizes were received by several members present.

James A. Tringham, Sec'y.

LOS ANGELES PANEL

Elmer Merz, executive secretary of the California Association of Nurserymen, moderated a panel discussion on garden centers as the answer to chain store competition at a recent meeting of the Los Angeles chapter. Panelists were Al Hollister, Hollister's Nursery & Garden Shop, Costa Mesa; Julian Herman, Universal Nursery, North Hollywood; Chester Hogan, Great Western Rose Co., Pomona, and Herbert Fischer, Flowerland, San Bernardino.

Members had opportunity to re-

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quest answers to a group of questions that had been posed in advance, the moderator selecting the panelist who would comment. A few of the questions and answers, given in brief, follow:

Q. Can retailers use co-operative buying to compete with the volume buying of chain stores? A. Yes, but there is some problem created in the drift away from brand-name products.

Q. Would you like to see a concentrated effort by the C. A. N. to enlist the membership of the chain operations and their branches? A. Yes, to find out what is going on.

Q. In what way have the chain operations helped your business? A. By getting people acquainted with products they did not know existed before.

Q. What proportion of dry stock to green stock is appropriate for today's market? A. (1) 50 per cent dry and 50 per cent green, (2) 35 per cent dry and 65 per cent green, (3) 30 per cent dry and 70 per cent green.

Q. How do the eastern garden centers combat the effects of large discount houses? A. Give quality, service by professionals and value.

Q. Is the landscape department the best means to compete with volume selling? A. Considerable stock can be sold from rough sketches made of customers' grounds. The customers are not likely to buy at discount houses.

Q. How do you treat a customer who asks you to cut a can that was obviously bought at a discount house? A. Use courtesy. Sell the person something else and make a customer of him.

Q. How can the wholesaler help the average retailer compete with the volume operator? A. The wholesaler has an obligation to keep prices the same for everybody. He is a partner of the retailer.

Q. How do you keep plants from looking old and overgrown? A. Sell them or move them into larger containers.

Q. How do you make a sale when a customer asks for a plant or product you do not carry in stock? A. Suggest another item or better stock.

EL PALO ALTO

El Palo Alto, the tall redwood tree from which Palo Alto, Calif., gained its name, is undergoing renovation. Last spring the Palo Alto park and recreation officials became concerned about the tree. The California Association of Arborists ap-

QUALITY NURSERY STOCK SHADE TREES

		Per 10	Per 100			Per 10	Per 100
ACER PLATANOIDES				ACER SACCHARUM			
Drummond Variegated Norway Maple				Sugar Maple			
8 to 10 ft. branched...	\$33.50		\$310.00	10 to 12 ft. branched...	\$37.50		\$350.00
6 to 8 ft. branched...	28.50		260.00	8 to 10 ft. branched...	32.50		300.00
5 to 6 ft. branched...	23.50		210.00	6 to 8 ft. branched...	27.50		250.00
8 to 9 ft. whips...	21.00		185.00	5 to 6 ft. whips...	22.50		200.00
7 to 8 ft. whips...	20.00		175.00	4 to 5 ft. whips...	15.00		135.00
6 to 7 ft. whips...	18.00		165.00	4 to 5 ft. whips...	12.00		105.00
5 to 6 ft. whips...	14.50		130.00	Columnar Sugar Maple			
4 to 5 ft. whips...	10.00		90.00	7 to 8 ft. 2-yr.	32.50		300.00
3 to 4 ft. whips...	8.00		75.00	6 to 7 ft. 2-yr.	27.50		250.00
Faassen's Red-Leaved Maple				5 to 6 ft. 2-yr.	22.50		200.00
6 to 8 ft. branched...	35.00		325.00	4 to 5 ft. 1-yr.	16.50		150.00
5 to 6 ft. branched...	25.00		225.00	3 to 4 ft. 1-yr.	13.50		125.00
8 to 9 ft. whips...	30.00		225.00	BETULA ALBA (European White Birch)			
7 to 8 ft. whips...	25.00		210.00	12 to 14 ft. branched...	35.00		325.00
6 to 7 ft. whips...	21.00		180.00	10 to 12 ft. branched...	27.50		250.00
5 to 6 ft. whips...	16.00		140.00	9 to 10 ft. branched...	22.50		200.00
4 to 5 ft. whips...	13.00		110.00	6 to 8 ft. branched...	16.50		150.00
3 to 4 ft. whips...	10.00		85.00	5 to 6 ft. branched...	12.00		110.00
Norway Maple				4 to 5 ft. branched...	9.00		85.00
12 to 14 ft. branched...	35.00		325.00	3 to 4 ft. branched...	6.50		60.00
10 to 12 ft. branched...	30.00		275.00	FRAXINUS QUADRANGULATA			
8 to 10 ft. branched...	25.00		225.00	(Blue Ash)			
6 to 8 ft. branched...	20.50		180.00	10 to 12 ft. branched...	37.50		350.00
5 to 6 ft. branched...	15.00		135.00	8 to 10 ft. branched...	32.50		300.00
8 to 9 ft. whips...	10.50		100.00	6 to 8 ft. branched...	27.50		250.00
7 to 8 ft. whips...	10.00		95.00	5 to 6 ft. branched...	22.50		200.00
6 to 7 ft. whips...	9.50		90.00	6 to 7 ft. whips...	18.00		165.00
5 to 6 ft. whips...	8.00		75.00	5 to 6 ft. whips...	15.00		135.00
4 to 5 ft. whips...	6.00		55.00	4 to 5 ft. whips...	12.00		105.00
Columnar Norway Maple				PLATANUS ORIENTALIS (European Sycamore)			
11 to 12 ft. branched...	33.50		310.00	8 to 10 ft. branched...	27.50		250.00
10 to 11 ft. branched...	30.00		275.00	6 to 8 ft. branched...	22.50		200.00
9 to 10 ft. branched...	27.50		250.00	5 to 6 ft. branched...	18.50		165.00
8 to 9 ft.	25.00		225.00	QUERCUS PALUSTRIS (Pin Oak)			
7 to 8 ft.	22.00		195.00	10 to 12 ft. branched...	42.50		400.00
6 to 7 ft.	18.50		170.00	8 to 10 ft. branched...	35.00		325.00
5 to 6 ft. whips...	15.50		140.00	7 to 8 ft. branched...	27.50		250.00
4 to 5 ft. whips...	12.00		110.00	6 to 7 ft. branched...	25.00		225.00
3 to 4 ft. whips...	10.00		80.00	5 to 6 ft. branched...	20.00		175.00
Schwedleri Maple				4 to 5 ft. branched...	13.50		125.00
8 to 10 ft. branched...	30.00		275.00	3 to 4 ft. branched...	11.00		100.00
6 to 8 ft. branched...	25.00		225.00	QUERCUS BOREALIS RUBRA			
5 to 6 ft. branched...	20.50		180.00	(Red Oak)			
8 to 9 ft. whips...	20.00		175.00	12 to 14 ft. branched...	42.50		400.00
7 to 8 ft. whips...	18.00		165.00	10 to 12 ft. branched...	37.50		350.00
6 to 7 ft. whips...	17.00		155.00	8 to 10 ft. branched...	32.50		300.00
5 to 6 ft. whips...	13.00		120.00	6 to 8 ft. branched...	27.50		250.00
4 to 5 ft. whips...	9.00		85.00	5 to 6 ft. branched...	20.00		175.00
ACER RUBRUM				SORBUS ACUPARIA (European Mountain Ash)			
Red Maple				10 to 12 ft. branched...	27.50		250.00
10 to 12 ft. branched...	32.50		300.00	8 to 10 ft. branched...	25.00		225.00
8 to 10 ft. branched...	27.50		250.00	6 to 8 ft. branched...	22.50		200.00
6 to 8 ft. branched...	22.50		200.00	5 to 6 ft. branched...	18.00		165.00
5 to 6 ft. branched...	16.50		150.00	4 to 5 ft. branched...	15.00		135.00
4 to 5 ft. branched...	12.50		115.00	6 to 7 ft. whips...	12.00		110.00

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		Per 10	Per 100			Per 10	Per 100
CHERRY, KWANZEN FLOWERING				CHERRY, WEeping			
6 to 7 ft. branched...	\$25.50		\$230.00	Double Pink, Subhirtella			
5 to 6 ft. branched...	23.50		210.00	Single Pink, Subhirtella			
4 to 5 ft. branched...	20.00		175.00	Double Pink, Serrulata			
3 to 4 ft. branched...	16.00		145.00	No. 1, heavy selected			
2 to 3 ft. branched...	12.00		140.00	No. 2			
4 to 5 ft. whips...	12.00		110.00	LABURNUM VOSSI (Golden Chain)			
3 to 4 ft. whips...	10.00		90.00	6 to 8 ft. branched...	21.50		200.00
2 to 3 ft. whips...	8.50		75.00	5 to 6 ft. branched...	20.00		180.00

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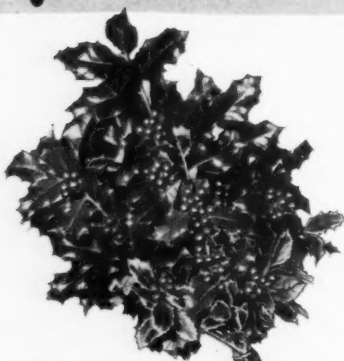
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A real money-maker for the holidays. . . America's most beautiful holly, packaged for high mark-up, fast turnover, and *self-service* sales at your store! Customers reach automatically for these eye-catching Bokays of 3, 4 or 5 choice, berried sprays — see exactly what they're buying. Bokays have stems foil-wrapped for easy handling, speed sales because they're made up to sell at a single price. Brownell's Holly Bokays have been sold by the thousands. Let them make extra Christmas profits for you this year!

HOLLY BOKAYS are packaged 25 to the carton and are priced at **36¢ each; \$9.00 per carton.**

Quantity price 50 cartons or more, \$8.00 per carton.

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 "Where Your Christmas Holly Grows"
 Box 5965-G, Milwaukie, Oregon
 Please ship the following, F.O.B. Milwaukie, Oregon, to arrive _____ (Date)
☐ Cartons English Holly Bokays @ \$ _____ per carton.
☐ Send FREE sample Holly Bokay and color catalog on Christmas Holly items.
 Store Name _____
 Address _____
 City _____ Zone _____ State _____
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pointed a committee to examine it. Their reports indicated that the tree, thought to be 1,000 years old, had many more years to live, if certain steps were taken. These included the addition of a built-in sprinkler system running from the ground to the top of the 111-foot tree and to be operated to spray out a mist two or three times a week. The purpose of this is to simulate the fog conditions which the tree prefers and which do not occur too regularly at Palo Alto and to wash the leaves free of smog and the sediment deposited on them by the engines of the Southern Pacific railroad, which pass close to the tree.

Also recommended was a regular program of feeding and watering the tree and certain surgery. While performing the surgery, workers found that after an injury caused by lightning several years ago termites had entered the wood, and this added to the cost of the repair project. But the infestation is not considered serious, as termites work on dead wood only and all such wood is being removed.

On the campus of Stanford University about a mile from the historic tree there was planted, about 50 years ago, a clump of redwood trees. These were set out by a member of the faculty at the university who expressed the thought that the original Palo Alto would soon succumb to the effects of civilization and one of the trees which he set out might be designated as the successor to the original tree. The replacements are still growing and still being cared for by the university, and they may some day fulfill the purpose for which they were set out.

W. B. B.

OREGON NOTES

Emmett Shaffer, Shaffer's Pansy Gardens & Greenhouses, Portland, was recently elected president of the Portland Men's Garden Club.

Grandparents of a baby boy, born to their daughter and son-in-law, Mr. and Mrs. Terry R. Busby, Milwaukie, are Mr. and Mrs. Charles H. Potter. Mr. Potter is editor of the Oregon Association of Nurserymen "Digger."

Glenn E. Brixey, landscape contractor of Corvallis, has entered the primary race on the Republican ticket for United States Senator from Oregon.

Vern W. Olney, agricultural chemical division, Geigy Chemical Corp., Ardsley, N. Y., has been transferred from his job as Pacific northwest technical fieldman to a

MAHONIA AQUIFOLIUM

(Oregon-Washington Holly Grape)

A very beautiful evergreen shrub with large, glossy leaves and yellow flowers conspicuously appearing in spring and followed by dark blue berries; a most satisfactory broad-leaved evergreen for any place in the United States.

	Per 100	Per 1000
1-yr., S.	\$ 5.00	\$40.00
2-yr., S.	7.00	60.00
3-yr., S.	10.00	70.00

SEEDLINGS have been root-pruned to insure a good root system.

TERMS: Check is requested before shipment or will ship C.O.D., if preferred. All orders shipped by railway express unless otherwise stated.

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6 to 7 ft.	\$2.25
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2 to 3 ft.95

position as resident representative for the company in Hawaii.

E. Emerson, Julius Deubner and Myrtle C. Thompson are the incorporating officers of the Western Oregon Seed Dealers' Association, which was organized recently.

Governor Mark C. Hatfield of Oregon has appointed Roy Webster, horticulturist and fruit orchardist, Hood River, to a 4-year term on the public welfare commission.

On a year's leave and at present touring Europe is Dr. John Synder, dwarf tree expert and extension horticulturist specialist at Washington State University, Pullman.

Harold J. Foster, superintendent of nursery service, state department of agriculture, Salem, recently notified Oregon rose growers that roses shipped into Texas must be graded and labeled according to new Texas regulations, reported elsewhere in this issue. The state of Texas will accept Oregon grading if grades meet Texas standards, he said. New Texas regulations are available from Mr. Foster's office.

Junay's Garden Center, Van Kirk's Farm & Garden Store, Julia's Garden Supplies and Evergreen Garden Supply, all in the Montavilla section of Portland, have started their second year of joint advertising of special items. The weekly specials advertised by the four firms this past year boosted sales considerably, enabling them to meet a great deal of chain store and other outside competition.

Dr. Henry Hartman, Oregon

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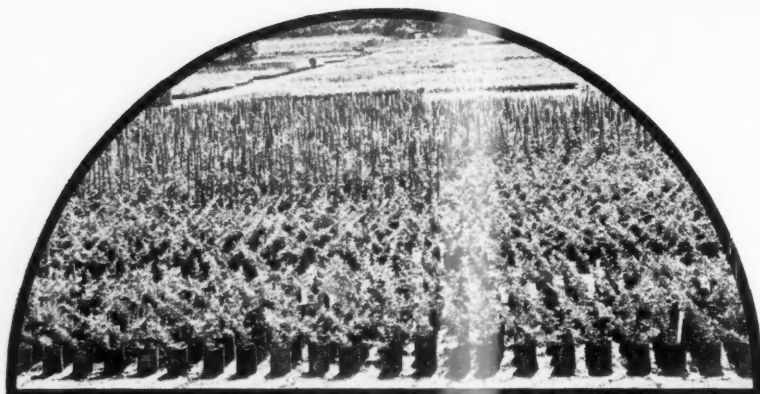
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By editors of Sunset Magazine. 190 p. with 248 photos,
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American Nurseryman Chicago 4, Ill.

State University, Corvallis, has been heading research in which it appears that there is a correlation between pear decline and infestation of pear psylla in orchards of the Medford area.

George Fisher, a Salem, Ore., landscape architect, is conducting a 10-week course in farm home landscaping at the Mari-Linn School, Lyons.

A 9-hole pitch-and-putt golf course is being constructed and landscaped by Reed & Cross, garden center and landscape contractors, Eugene, at the Village Green motor hotel, at Cottage Grove. The landscape architect who designed the course is George Fisher, Salem.

The Oregon Society of the D. A. R. dedicated the Robert Newell House pioneer garden, at Champoe, recently. The period museum, which the house now is, is surrounded by a charming, native garden. Mrs. Leona Knapp, Ted Knapp Greenhouses, Portland, was chairman of the committee which arranged for the procurement of plants and the planting. The Oregon Association of Nurserymen donated all plants used; the Landscape Gardeners Association did the landscaping; the Webfoot Fertilizer Co. donated all fertilizer used, and the Oregon fescue commission donated all grass seed used. C. H. P.

WASHINGTON STATE NEWS

Dr. Martin W. Carstens, superintendent of the northwestern Washington experiment station, died of a heart attack at his home at Mount Vernon, September 30. Dr. Carstens, who had taken his B.S. degree in botany from the University of Montana and his doctorate in philosophy from Washington State University, had been the superintendent at the Mount Vernon station for the past 10 years. He was recently named an honorary member of the Northwest chapter of the Washington State Nurserymen's Association.

Regulated counties under the European pine-shoot moth quarantine are Whatcom, Skagit, Snohomish, King, Pierce, Kitsap, Mason, Lewis and Pacific. In eastern Washington, Spokane is the only county where pine-shoot moth has not been found. In order to assist in eradication of the pest, only clean pines from nonregulated or free areas will be permitted into that county. Crews have now completed the survey work on the moth program and researchers are attempt-



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50 lbs. per carton, long...\$43.70

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Portland 1, Ore.

ILLUSTRATED PRICE LIST ON REQUEST

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ing to find a suitable treatment for pines that will assure complete control of the pest on nursery stock. Until such event takes place, the quarantine regulations will remain in effect.

Dr. Mark Buchanan, director of Washington State University's agricultural experiment stations, announced the release of two new chrysanthemums, Starburst and Heather. Home gardeners should be able to buy rooted cuttings next spring from commercial nurserymen in Washington and Oregon. Propagation material of the new chrysanthemums was distributed to the commercial growers last spring.

Starburst is a white double, with a light yellow center touched with pink. The flowers range from two and a half to three and a half inches in diameter. Heather is a 2-toned intermediate pompon varying from two to two and a half inches in diameter. The flowers develop a magenta center that shades to light lavender outer petals.

Betty Alkema, Sec'y.

EXPANDING its operations to include a nursery on Willow Creek road, three miles north of town, is Allen's Flower Shop, 326 Grove, Prescott, Ariz.

SHRUBS AND VINES FOR AMERICAN GARDENS, by Donald Wyman.
Planting guide for florists and nurserymen. **\$8.00.**
American Nurseryman Chicago 4, Ill.

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Aurora, Ore.

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Instructions for the December 1 issue must be received by Friday November 10

Forms for December 15 issue will close Friday, November 24

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4-in. clay pots, packed 16's\$0.85 each
5-in. plastic pots, packed 12's 1.15 each
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Prices are F.O.B. Secane and include patent label for each plant purchased.
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Thousands of beautiful Hino-Crimson and other evergreen Azaleas, including newer varieties. Dense, bushy, well-budded for landscape planting and forcing. Book your order now, to be sure of getting yours for the coming season. Landscape sizes.
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(*Berberis atropurpurea*)
3-yr. trimmed seedlings, light
9 to 12 ins., \$50.00 per 1000.
Cash with order.

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1-yr., 6 to 12 ins.\$0.40 \$0.35
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6 to 8 ft., heavy, 1 1/4 to 1 1/2-in. cal. 6.00
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Taxus cuspidata capitata,
upright, pyramidal, 3-yr.
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Our specialty.

Sturdy liners, dirt-grown in full sun.

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4 to 6 ins.	8c	75c
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IN THIS ISSUE
ON PAGES 20-21.CARTWRIGHT NURSERY CO.
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Fall delivery.
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Collected seedlings.

	Per 100	Per 1000
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9 to 12 ins.	8.00	70.00

Send for complete trade list of hardy native Ferns, wildflowers, Evergreens, trees and shrubs.

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TAXUS LINERS

FOR FALL POTTING, 4 to 6 ins.
CUSPIDATA AND HICKSI, \$50.00 per 1000.
ADD 2c EACH LESS THAN 100.
ADD 1c EACH 100 to 1000.

OUR SEASON STARTED SEPTEMBER 15

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MAHONIA REPENS

Evergreen dwarf Mahonia.
For sun or shade location.
U.S.D.A. permit.
3 to 5-in. seedlings,
\$10.00 per 100, \$90.00 per 1000.
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COLORADO BLUE SPRUCE

4-yr., 6 to 10 ins.
\$25.00 per 1000.
3-yr., 4 to 6 ins.
\$15.00 per 1000.
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1-yr. grafts, \$1.50 each.
Cash with order.
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HEMLOCKS, LINING-OUT STOCK

Strong liners that will please you.

	Each	100	1000
Hemlock, TT, 8 to 10 ins.	.25c	22 1/2c	
Hemlock, TT, 10 to 12 ins.	.35c	32 1/2c	
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Williamsburg, Mass.

RED CEDAR SEEDLINGS

Vigorous 2-yr.-old, absolutely free from blight.	Per 100	Per 1000
4 to 6 ins.	\$3.50	\$30.00
6 to 9 ins.	4.50	40.00
2 1/2 to 3 1/2-in. cal.		
(for understocks)	7.25	67.50

Sorry, we are sold out of larger sizes.

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Salina, Kan.

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SHEARED SPECIMEN EVERGREENS

	1-24	25 up
Pyramidal Arborvitae, 3 to 4 ft.	\$2.50	\$2.25
Pyramidal Arborvitae, 4 to 5 ft.	3.00	2.75
Siberian Arborvitae, 18 to 24 ins.	2.00	
Siberian Arborvitae, 24 to 30 ins.	2.50	2.25
Burk Juniper, 2 1/2 to 3 ft.	3.00	2.75
Burk Juniper, 3 to 3 1/2 ft.	3.50	3.25
Burk Juniper, 3 1/2 to 4 ft.	4.00	3.75
Canaert Juniper, 2 1/2 to 3 ft.	3.25	3.00
Canaert Juniper, 3 to 3 1/2 ft.	3.50	3.25
Canaert Juniper, 3 1/2 to 4 ft.	4.00	3.75
Columnar Juniper, 2 1/2 to 3 ft.	3.00	2.75
Columnar Juniper, 3 to 3 1/2 ft.	3.50	3.00
Columnar Juniper, 3 1/2 to 4 ft.	3.75	3.50
Glauca Juniper, 2 1/2 to 3 ft.	3.25	3.00
Glauca Juniper, 3 to 3 1/2 ft.	3.50	3.25
Glauca Juniper, 3 1/2 to 4 ft.	4.00	3.75
Hill's Dundee Juniper, 2 1/2 to 3 ft.	3.00	2.75
Hill's Dundee Juniper, 3 to 3 1/2 ft.	3.50	3.25
Hill's Dundee Juniper, 3 1/2 to 4 ft.	4.00	3.75
Von Ehron Juniper, 15 to 18 ins.	2.50	2.25
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Campbell S. Brower
Office 4 miles west of Cambridge City, Ind.,
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Norway Spruce, 15 to 18 ins.	1.00
Retinispora plumosa, 12 to 15 ins.	.80
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Thuja occ. glob. woodwardi, 12 to 15 ins.	1.00
Thuja occ. pyramidalis, 30 to 36 ins.	2.00
Euonymus alatus, 18 to 24 ins.	1.00
Euonymus pater, 24 to 30 ins.	1.35
Euonymus japonica, 12 to 15 ins.	.80
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LARGE SELECTION of sizes
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WHITE PINE SCOTCH PINE	
RED PINE NORWAY SPRUCE	
WHITE-FLOWERING DOGWOOD	
Transplanted. Have heavy matted root systems (2 to 10 ft.).	
2 to 3 ft.	\$2.50
3 to 4 ft.	3.50
4 to 5 ft.	\$4.50 and 5.50
5 to 6 ft.	5.50 and 6.50

B&B to A. A. N. specifications or as desired.
Special prices on quantity orders. Special quotes on No. 2 plants.

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Pines, lots 100, each	Red	White Scotch
Sheared, 2 to 3 ft., B&B	\$2.50	\$2.50
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4 to 5 ft., B&B	4.00	4.00
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6 to 7 ft., B&B	7.00	7.00
7 to 8 ft., B&B	9.00	9.00

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EVERGREEN SPECIAL

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600 spreading Yews, 2 to 3 1/2 ft.
300 Hemlocks, 3 to 8 ft.
200 American Arborvitae, 6 to 8 ft.
All Evergreens, heavy landscape species,
well-sheared. Make me an offer on rows,
blocks or all.

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Goshen, Ind.

TOP-QUALITY EVERGREENS, B&B
FOR LANDSCAPING, WELL-SHEARED,
FERTILIZED AND GROWN UNDER
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Specimen trees expertly dug.

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Choice and specimen plants and trees

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	Each	100
Hetz Juniper (Pfitzer), 24 to 36 ins.	\$1.90	
18 to 24 ins.	1.60	
Pyramidal Arborvitae, 3 to 4 ft.	1.75	
2 ft.	1.60	

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Hicks and cuspidata Yew, pyramidal and
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50,000 JUNIPERUS VIRGINIANA

1-yr. heavy seedlings

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100 trees, postpaid, \$4.00. Fall or spring
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Specimen sheared Colo. Juniper trees, 3 to
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Asplenifolia (Fernleaf Beech)
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HARDY NATIVE FERNS

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NUT TREES AND SEEDLINGS

	100	1000
Chinese Chestnuts		
4 to 5 ft.	\$70.00	\$680.00
3 to 4 ft.	60.00	580.00
2 to 3 ft.	50.00	480.00
18 to 24 ins.	40.00	380.00

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2 to 3 ft. 45.00
18 to 24 ins. 35.00
12 to 18 ins. 25.00

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6 to 12 ins. 15.00
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Productive, too! Deliveries with Roses.
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Well-rooted and straight.
Kieffer, Garber, Le Conte, Orient, Bartlett,
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7 ft. only.
4 to 5 ft., br., 9/16 to 11/16-in.\$0.70
6 to 7 ft., br., 11/16 to 3/4-in.85
7 to 8 ft., br., 1-in.1.00
7 to 9 ft., br., 1 to 1 1/4-in.1.35
WOMACK'S NURSERY, DeLEON, TEX.

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Apple, Peach, Pear, Plum, Nectarines. Ask
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NO. 1 RHUBARB DIVISIONS
Canada Red and MacDonald Red.
Fall or spring delivery.
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leading varieties free.
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Myrtle (Vinca minor or common Periwinkle),
finest Ohio-grown; 20 to 25 lead clumps,
\$50.00 per 1000. Quick delivery.
Fachysandra terminalis, 1-yr. heavy cuttings,
\$50.00 per 1000.
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good roots, \$50.00 per 1000.
Baltic Ivy (Hedera baltica), 1-yr. rooted
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Mist propagated outdoors.
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Plants with 20 leads or more and good
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No. 1, 3, 4 to 6 leads, \$40.00 per 1000; lighter
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Experienced labor for grading and packing
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1 to 3 leaders	\$1.75	\$15.00
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Heavy	2.50	20.00
Clumps, No. 1	6.00	50.00
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3-in. peat pots, \$18.00 per 100.
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CUTTING WOOD

Taxus cuspidata
Taxus hicksi
Taxus intermedia (Sebian)
2c each.
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Strong, healthy, true to name. Individually
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TAXUS: Capitata, densi- formis, baccata repandens	.05	.03
FRANKLINIA ALATAMAHA	.07	.05
ILEX: Crenata, convexa, ro- tundifolia, latifolia, glass, hetzi	.04	.02
ILEX OPACA PYRAMIDALIS	.07 1/2	.05
RHODODENDRONS. See scions below		
SCIONS FOR GRAFTING	25 up	250 up

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BURGUNDYALACE	.10	.10
ACER PAL. OSHIO-BENI	.13	.10
ACER SAC. MONUMENTALE	.15	.10
ACER PLAT. GLOBOSUM	.13	.10
FAGUS SVL. PENDULA	.13	.10
FAGUS SVL. PURPUREA	.15	.10
FAGUS SVL. FASTIGIATA	.15	.10
CORNUS FLORIDA RUBRA	.10	.08
CORNUS FLORIDA PLENA	.13	.10
CORNUS FLORIDA	.13	.10
XANTHOCARPA	.10	.08
CORNUS FLA. PENDULA	.13	.10
CORNUS KOUSA CHINEN.	.13	.10
CRAB APPLES: Aldenhamen- sis, Dolgo, ioensis plena, Katherine, Purple Wave, sargentii, theifera, Van Esel- tine	.04	.02 1/2
CRAB APPLES: Almy, atro- sanguinea, floribunda, flori- bunda purpurea, Hopa, pur- purea elevi, spectabilis	.04	.02 1/2
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MAGNOLIA SOULANGEANA	.08	.06
MAGNOLIA SOUL.	.10	.08
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MAGNOLIA SOUL.	.10	.08
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MAGNOLIA ST. LATA	.10	.08
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LILY	.10	.08
PICEA PUNGENS KOSTERI	.15	.13
PINUS CEMBRA	.15	.13
PINUS STROBUS PYRA-	.15	.13
MIDALIS	.15	.13
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grandiflorum, Caractacus,
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	Per 1000
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Unrooted. Hand-trimmed from good stock.
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\$20.00 per 1000. F.O.B. Cash in advance.
Shipped November 15 to January 15. No
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20,000 Taxus densiformis
20,000 cuttings, following varieties:
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\$15.00 per 1000. Lot of 40,000 for \$5.00.
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HARDY PLANTS
Vigorous, healthy open bed grown SEED-
LINGS, suitable for 2 1/4-in. bands or pots.
Set in cold frame or cool greenhouse for
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HARDY FIELD-GROWN PERENNIALS
Ajuga metallica, Anchusa, Aquilegia, sepa-
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Heavy ONE-YEAR-OLD field-grown plants.
Over \$25 choice HARD TO GET perennials
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Send for free catalog.

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A clear yellow which does not fade. 18 to
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use it for cut flowers. This is only one of
hundreds of interesting hardy plants in our
new price list. Send for it today.

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BLEEDING HEARTS (SPECTABILIS)

	25	100	1000
2 to 3 eyes	\$ 5.50	\$19.00	\$170.00
3 to 5 eyes	9.00	30.00	250.00
5 to 8 eyes	12.00	40.00	350.00

For larger quantity, write for special prices.

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All sand-grown under irrigation, in rows
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Over 500 varieties. Write for catalog and
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PERENNIALS

Write for trade list.
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Mountain-grown. Ask for list.

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ERICA CARNEA WINTER BEAUTY

(Deep pink winter blooming Heather)

Blooms constantly outdoors during cold weather, from early December to April. Flowers remain on plants until the weather becomes warm in April. An ideal plant for window boxes and under planting in foundation plantings.

2-yr. TT. \$50.00 per 100, \$450.00 per 1000.

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HEDGES

HEDGE PLANTS

Amur River Privet (amurensis), 1-yr. rooted cuttings, \$35.00 per 1000; 2-yr., \$45.00 per 1000.

California Privet (ovatifolium), 1-yr. rooted cuttings, \$45.00 per 1000; 2-yr., \$55.00 per 1000.

Rosa multiflora japonica, for hedge or live fence; 2-yr., \$35.00 per 1000; 3-yr., 4 ft. high, cut back, \$45.00 per 1000.

Euonymus patens, 2-yr., \$45.00 per 1000.

IVY-DALE NURSERY

Box 41, Upper River Rd. Gallipolis, O.

HELLEBORUS

HELLEBORUS NIGER

(Christmas Rose)

1-yr. sdgs., \$15.00 per 100, \$125.00 per 1000.

2-yr. T, \$40.00 per 100, \$350.00 per 1000.

*Suitable for mail order trade and to put up for roadside stand sale.

WHERE QUALITY EXCELS. No charge for packing.

C. HOOGENDOORN

408 Turner Rd. Newport, R. I.

HEMEROCALLIS

HEMEROCALLIS

300 varieties. The best of new and old. Heavy quality stock at bargain prices. Mixed stock as low as 3c each.

RIEGEL PLANT CO., EXPERIMENT, GA.

HEMEROCALLIS

Send for wholesale list.

MIDDLEPEN PLANTATION

Orangeburg, S. C.

HOLLY

AMERICAN HOLLY

(Ilex opaca)

Named varieties, northern origin, specimen plants, 3 to 8 ft., some larger: Betsy, Cape Cod, dwarf; Cardinal, Christmas Carol, Clark, Parakee, Goldie, Griscom, Hedgeholly, Mae, Mania, Mrs. Santa, Torchbearer, Westcroft, Yule. Small numbers others, also select males. Plants well-filled, free of leaf spot, excellent color, mostly well-berried.

SIMPSON ORCHARD CO., INC.

1504 Wheatland Rd. Vincennes, Ind.

Phone TU 2-2441

ENGLISH HOLLY

Green male, female and variegated.

2 1/2-in. pots, 8 ins. tall, 30c; 10 ins. tall, 35c; 12 ins. tall, 40c; 4-in., well-branched, 75c. 4-in. pots, Osmanthus ilicifolius variegatus, well-branched, 75c.

Ready now. Cash with order, please.

KRUSCHKE GREENHOUSES

Route 2 Clackamas, Ore.

ILEX OPACA

HARDY PROVEN VARIETIES

WHOLESALE SUPPLIERS

OF LINING-OUT STOCK

Write for our price list.

F. R. GENARD

Box 64 New Lisbon, N. J.

ILEX OPACA OLD HEAVY BERRY

Excellent, strong unrooted cuttings

available in quantity.

\$50.00 per 1000.

Packing free for CASH WITH ORDER.

WELLS NURSERY

Box 141 Red Bank, N. J.

LIVE POTTED HOLLY FOR CHRISTMAS

Real or artificial berries, also males.

JOHN VERMEULEN & SON, INC.

P. O. Box 336A Neshanic Station, N. J.

ENGLISH HOLLY

Green female and variegated, in 4-in. plastic pots 2-yr.-old, 12 to 20 ins. tall, 75c each. F.O.B. Portland. Ready now. Cash with order, please.

1340 S. E. 9th Ave. Portland 14, Ore.

Ilex, bullata and rotundifolia, transplants,

extra nice, branched, 12 to 15 ins., \$15.00 per 100.

Tidwell Nurseries, Greenville, Ga.

HONEYUCKLES

HONEYUCKLES

Lonicera japonica halliana, extra-heavy No. 1, 3 and 4-yr., 18 to 24-in. field plants.

3, 4 to 6 leads, \$40.00 per 1000; lighter grade, \$30.00 per 1000; sample, 100, \$4.00.

Experienced labor for grading and packing

quantity orders. Immediate shipment. No

order too large. Phone OR 2-4612.

ROBINSON NURSERY CO., Greenville, Ga.

Hall's Honeyuckle, let us supply your

needs. Strong, well-developed plants, \$5.00

per 100, \$40.00 per 1000. Orders carefully

and promptly filled.

Tidwell Nurseries, Greenville, Ga.

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HARDY IVY

For ground cover, terraces, walls and

planters.

Hedera helix, extra strong plants with

started runners, \$6.00 per 100, \$55.00 per 1000.

Hedera helix Manda's Crested, \$7.00 per 100,

\$65.00 per 1000.

Hedera helix Ivalace, \$7.00 per 100, \$65.00

per 1000.

Hedera helix pedata Birdsfoot, \$7.00 per

100, \$65.00 per 1000.

HOLLY ACRES NURSERY

Box 669 Red Bank, N. J.

Phone SH 1-2455

HARDY BALTIC IVY

2 1/2-in. pots.

\$14.00 per 100, \$125.00 per 1000.

Rooted cuttings, \$7.00 per 100.

Cash with order, 5 per cent discount; 1/2

deposit with all orders, balance at shipping

time. 300 at 1000 rate.

NEIDEL'S NURSERY

216 Park Ave. Oil City, Pa.

IVIES

Per 100 Per 1000

Wilson's \$12.00 \$100.00

Rochester 10.00 80.00

Sweetheart 15.00 135.00

Stardust 25.00

Write for our complete descriptive list of

new and unusual quality plant selections.

THE JOSEPH F. MARTIN CO.

Palmesville, O.

BALTIC IVY

Thorndale, sub-zero strain, landscaping

size, 2-in. pots, \$14.00 per 100, \$125.00 per

1000; rooted cuttings, \$7.50 per 100, New

Wilson strain, pots, 15c; rooted cuttings, 8 1/2c.

STRATFORD GARDENS

Russell Breece, R. 9 Delaware, O.

ENGLISH IVY

Per 100 Per 1000

2 1/2-in., pot-grown (1-yr.-old) \$12.50 \$115.00

Lots of 5000 plants \$105.00

HANSEN BROS. NURSERIES, INC.

Phone 215 MO 4-3923 Narberth, Pa.

LINING-OUT STOCK

LINING-OUT STOCK

Abelia Edw. Goucher, 10 to 12 ins. \$0.15

8 to 10 ins. 12 1/2

Abelia grandiflora, 10 to 12 ins. 15

8 to 10 ins. 12 1/2

Abelia sherwoodii (low growing) 15

8 to 10 ins. 50

Acer palmatum, 2 to 3 ft. 25

18 to 24 ins. 05

Ajuga reptans 15

Arboretum (Berckmans Golden) 15

6 to 8 ins. 15

Arboretum, globe, 6 to 8 ins. 20

Banksia Rose (white), 8 to 10 ins. 20

Buxus rotundifolia (large round leaf), 20

6 to 8 ins. 15

Buxus sempervirens, 6 to 8 ins. 15

Buxus suffruticosa, 4 to 6 ins. 15

Cephalotaxus harringtonia fortunei 20

(Plum Yew), 8 to 10 ins. 15

Cercis canadensis (Red Bud), 15

2 to 3 ft. 10

2 to 24 ins. 10

Chamaecyparis cyano viridis, 15

3 to 6 ins. 15

Cherry Laurel, 10 to 12 ins. 15

Cleyera japonica, 6 to 8 ins. 15

Cotoneaster divaricata, 8 to 10 ins. 15

Cotoneaster francheti, 8 to 10 ins. 15

Cotoneaster horizontalis, 8 to 10 ins. 15

6 to 8 ins. 15

Cotoneaster microphylla, 6 to 8 ins. 15

Cotoneaster parveyl, 8 to 10 ins. 15

Cunninghamia glauca (Blue China Fir), 20

8 to 10 ins. 15

6 to 8 ins. 15

Cunninghamia (Green China Fir), 15

green, 6 to 8 ins. 15

Elaeagnus fruitlandi, 8 to 10 ins. 15

Eriobotrya japonica (Loquat), 1-yr., 15

3 to 6 ins. 15

Fatsyederas, 6 to 8 ins. 15

Forsythias, 15 to 18 ins. 15

(Continued in next column)

(Continued from previous column)

12 to 15 ins. 12 1/2

Gardenia Mystery, 8 to 10 ins. 12 1/2

Ginkgo biloba, 6 to 8 ins. 10

Hypericum, 12 to 15 ins. 15

Ilex cassine, 10 to 12 ins. 20

8 to 10 ins. 15

Ilex cassine attenuata, 10 to 12 ins. 20

8 to 10 ins. 15

Ilex cornuta femina, 8 to 10 ins. 15

Ilex cornuta burfordii, 10 to 12 ins. 20

8 to 10 ins. 15

Ilex cornuta rotundifolia, 3 to 6 ins. 15

8 to 10 ins. 15

Ilex crenata bullata, 8 to 10 ins. 15

Ilex crenata hetzi, 8 to 10 ins. 15

Ilex crenata rotundifolia, 8 to 10 ins. 15

Ilex opaca Croonenburg, 8 to 10 ins. 20

Ilex opaca East Palatka, 8 to 10 ins. 15

Ilex opaca fosteri, 10 to 12 ins. 20

8 to 10 ins. 15

Ilex opaca Hume No. 2, 8 to 10 ins. 15

Illicium anisatum (Anise), 8 to 10 ins. 15

Jasminum nudiflorum, 12 to 15 ins. 15

10 to 12 ins. 12 1/2

Juniperus pfitzeriana (green and blue), 15

8 to 10 ins. 15

Juniperus pfitzeriana aurea (gold tip), 15

8 to 10 ins. 15

Juniperus pfitzeriana compacta (Nick's compact), 8 to 10 ins. 15

Juniperus pfitzeriana glauca hetzi (blue vase-shaped), 8 to 10 ins. 15

Juniperus excelsa (Greek), 8 to 10 ins. 15

Juniper (Irish), 8 to 10 ins. 15

Koeleruteria paniculata (Golden Rain Tree), 8 to 10 ins. 10

Loropetalum chinense, 10 to 12 ins. 20

8 to 10 ins. 15

Lonicera nitida, 8 to 10 ins. 15

Lonicera yunnanensis, 8 to 10 ins. 15

Ligustrum lucidum, 10 to 12 ins. 15

Ligustrum nepalense, 12 to 15 ins. 15

Magnolia grandiflora (2-yr. seedling), 15

10 to 12 ins. 15

Mahonia bealei (2-yr. seedling), 15

6 to 8 ins. 15

Nandinas, 4 to 6 ins. 10

Osmanthus americanus, 6 to 8 ins. 15

Osmanthus aquifolium, 8 to 10 ins. 15

Osmanthus fortunei, 10 to 12 ins. 20

8 to 10 ins. 15

Osmanthus fragrans, 10 to 12 ins. 20

8 to 10 ins. 15

Palm Cocos australis (3-yr.), 15

6 to 8 ins. 15

Photonia glabra, 8 to 10 ins. 15

Pinus pinea, 8 to 10 ins. 10

Pinus strobus (White Pine), 6 to 8 ins. 15

Pittosporum tobira, 8 to 10 ins. 15

LINING-OUT STOCK—Continued

LINING-OUT STOCK
All plants bare-root. Average Evergreens, 6 to 8 ins. Shrubs, etc., 8 to 10 ins. or better.

EVERGREENS	
Andorra Juniper	\$.05
Armstrong Pfitzer Juniper	.08
Blue Hetz Juniper	.05
Burk Juniper, upright tree	.10
Compact Pfitzer Juniper	.08
Gold Tip Am. Arborvitae (lutea)	.12
Hill's Dk. Green Am. Arborvitae	.12
Hicks Yew	.10
Hillbush Juniper (virginialis)	.10
Pfitzer Juniper	.07
Procumbens Juniper	.10
Rosefield's Montana Green (scopulorum)	.30
Rosefield's Moonglow (scopulorum)	.30
Savin Juniper	.06
Taxus cuspidata	.10
Thomas Blue Creeper	.10
Von Ehron Juniper	.06

DECIDUOUS	
Althaea Lucy, red	.07
Forsythia Arnold's Brilliant	.06
Forsythia Arnold's Dwarf	.06
Forsythia Arnold's Giant (semi-dwarf)	.04
Forsythia Beatrix Farrand	.04
Forsythia Lynwood Gold	.04
Forsythia Spring Glory	.04
Blue Spiraea (Caryopteris)	.05
Cornus Dog Twig	.07
Deutzias, gracieus and gr. rosea	.04
Euonymus alatus compactus	.10
Hydrangeas, A.G.	.10
Hypericum, Hidcote or kalmianum	.05
Honeysuckle, Zebel, Bush	.04
Honeysuckle, heckrotti, evbl. vine	.05
Honeysuckle, Clavey's Dwarf	.05
Privet, Golden Vicary, all yellow	.07
Privets, Lodense or Regels	.04
Prunus cistena, 1-yr., field tr., own-root	.20
Ribes alpinum	.08
Spiraea Antho. Water	.10
Spiraea macrothyrsa, evbl. pink plumes	.05
Viburnum op. ster. (Snowball)	.10
Viburnum trilobum	.08
(Am. Cranberry Bush)	.10
Viburnum tomentosum	.10
Weigela vanicelli	.07
Weigela, variegated leaf	.07
Willow, Giant French Pussy	.07
Willow, Golden Niobe Weep, cut back	.07
Willows, Blue Leaf Arctic and	.06
Purple Leaf	.06

BROADLEAFS	
Euonymus coloratus	.04
Euonymus patens Flagpole, small leaf	.04
Euonymus patens Newport, medium leaf	.04
Euonymus patens Owen, small leaf	.04
Euonymus patens (radicans erectus), small leaf	.04
Euonymus patens Jewell, new dwarf, extra brightest	.06
Euonymus radicans upright (Sarcocoe)	.07
Euonymus radicans vegetus	.07
Honeysuckle (vine), Texas	.04
(Purple Leaf)	.06
Honeysuckle (vine), Gold Net	.04
Pyracantha Kusan, heavy berried, hardier islandi	.05
Pyracantha islandi	.05
Pyracantha pauciflora, small shiny leaf	.05

PERENNIALS
Phlox Scarlet Flame, newest and brightest
Less than 300 total order, 2c more per plant. Less than 50 of any variety, 4c more per plant.

McININCH GREENHOUSES
St. Joseph, Mo.

HEAVY QUALITY LINERS
250 at the 1000 rate.

	Each.	Each.
	per 100	per 1000
ILEX bullata, 3-yr.		
6 to 8 ins.	\$.35	\$0.30
8 to 12 ins.	.45	.40
I. crenata, upright, select 3-yr. cuttings (grown from select plants)		
6 to 8 ins.	.35	.30
8 to 12 ins.	.45	.40
Ilex glabra		
8 to 12 ins.	.40	.35
PIERIS japonica, 3-yr., heavy		
8 to 12 ins.	.75	.65
Pieris japonica compacta		
6 to 8 ins.	.70	.60
8 to 10 ins.	.85	.75
TAXUS baccata repandens, 3-yr., TT		
6 to 8 ins.	.55	.50
8 to 10 ins.	.70	.60
T. cusp. capitata, 4-yr., field-grown, TTT (from cuttings)		
8 to 12 ins.	.35	.30
12 to 18 ins.	.50	.40
18 to 24 ins.	.60	.50
T. hicksii, 4-yr., heavy plants, sheared, TTT		
6 to 8 ins.	.35	.30
8 to 12 ins.	.50	.40
12 to 18 ins.	.70	.60

1-YR. BEDDED STOCK
(Grown from heavy cuttings.)

TAXUS capitata	\$.20	\$0.17½
TAXUS cuspidata	.17½	.16
TAXUS columnaris	.22½	.20
TAXUS hicksii	.17½	.16
TAXUS hatfieldi	.17½	.16

BULK'S NURSERIES, INC.
610 W. Montauk

Taxus, Ilex, broad-leaved Evergreens, etc., in variety. Write for our latest list of liners and finished stock.
Del-Mar-Va Nurseries, Box 3, Lincoln, Del.

CALIFORNIA'S FINEST
2½-IN. LINING-OUT STOCK

	Per 100
Abelia grandiflora	\$16.00
Acanthus mollis	16.00
Agapanthus africanus	16.00
Albizia julibrissin	16.00
Aralia sieboldii	15.00
Asparagus plumosus	18.00
Bignonia violacea	18.00
Bougainvillea Barbara Karst	18.00
Bougainvillea Temple Fire	18.00
Callistemon lanceolatus	17.00
Callistemon viminalis	15.00
Cerantonia siliqua	18.00
Cocculus laurifolius	18.00
Dracaena indivisa	16.00
Euonymus Silver King	16.00
Ficus nitida	18.00
Fraxinus uhdei	15.00
Gardenia veitchii	16.00
Grevillea robusta	15.00
Hibiscus Agnes Gault	16.00
Hibiscus Brilliant	16.00
Hibiscus Kona	16.00
Jasminum magnificum	20.00
Juniperus chin. pfitzeriana	16.00
Lagerstroemia indica rosea	18.00
Lantana Christine	14.00
Libocedrus decurrens	16.00
Liquidambar styraciflua	15.00
Magnolia grandiflora	16.00
Myrsine africana	16.00
Myrtus communis compacta	18.00
Passiflora pifordii	18.00
Philodendron selloum	18.00
Phormium tenax	15.00
Pinus canariensis	16.00
Pinus pinea	16.00
Pinus radiata	16.00
Pinus thunbergii	16.00
Pittosporum tobira variegata	16.00
Pittosporum undulatum	15.00
Podocarpus macrophylla	15.00
Quercus graminata nana	15.00
Quercus ilex	15.00
Schinus molle	15.00
Schinus terebinthifolia	15.00
Ulmus sempervirens	20.00

2½-IN. ROSE POTS	
Bauhinia purpurea	\$18.00
Caryota mitis (Fish-tail Palm)	25.00
Cedrus deodara	20.00
Chamaerops excelsa	25.00
Cycas revoluta	65.00
Dracaena draco	18.00
Ficus benjamina	25.00
Livistona chinensis	25.00
Pavlova wrightii Palm	50.00
Phoenix canariensis	20.00
Seafortia elegans	25.00
Strelitzia reginae	25.00
Washingtonia robusta	18.00

FREE PACKING
WRITE FOR OUR PRICE LIST
OLLE OLSSON NURSERY, INC.
2154 Peck Rd. Monrovia, Calif.

LINING-OUT STOCK

	Each
1300 Arborvitae, pyramidal	
2-yr. X	\$0.35
2500 Pfitzer Juniper	
2-yr. X	.35
900 Pfitzer Juniper	
3-yr. X	.45
1700 Hetz Juniper	
2-yr. X	.35
900 Andorra Juniper	
2-yr. X	.35
600 Keteleer Juniper (own-root)	
2-yr. X	.45
500 Burk Juniper (own-root)	
3-yr. X	.55
2500 Norway Spruce	
5-yr. X	.35
600 Norway Spruce	
6-yr. X	.40
700 Colorado Spruce	
5-yr. X	.35
3400 Hunnewell Yew	
3-yr. X	.35
1200 Hunnewell Yew	
4-yr. X	.45
2500 Spreading Yew	
3-yr. X	.35
1800 Hicks Yew	
3-yr. X	.40
700 Browns Yew	
4-yr. X	.50
1500 Browns Yew	
3-yr. X	.40
400 Euonymus erectus	
4-yr. XX	.50
1000 Assorted Day Lilies (named)	.25
2000 Peony Felix Crousse	.25

Will consider exchange for finished stock. Send for our want list. While you're at it, send for our complete wholesale list of liners and finished stock. Better yet, stop at our grounds to inspect some of the finest quality liners and finished stock. We are located 12 miles S.W. of Kewanee on Route 17 in Stark County.

THE HOME NURSERY
C. S. Ingels & Sons
Lafayette, Ill.
Phone 12R2

LINERS OF THE BETTER KINDS

Novelties and rare items.
Write for price list.
GULF STREAM NURSERY, INC.
Wachapreague, Va.

HEAVY 3-YR. TRANSPLANTED

SHEARED LINERS	Per 100
Azalea mollis, 6 to 8 ins.	\$20.00
Taxus andersonii, 8 to 10 ins.	30.00
Taxus cuspidata, 8 to 10 ins.	25.00
Taxus cuspidata, 10 to 12 ins.	27.00
Taxus hicksii, 10 to 12 ins.	30.00

2-YR. TRANSPLANTED,

OPEN FIELD BEDS

	Per 100
Buxus sempervirens, 6 to 8 ins.	18.00
Ilex conv. hetzi, 4 to 8 ins.	18.00
Ilex conv. hetzi, 6 to 8 ins.	22.00
Juniper, Andorra, 6 to 8 ins.	20.00
Juniperus gl. hetzi, 8 to 10 ins.	25.00
Juniperus sabina, 8 to 10 ins.	20.00
Juniper, Von Ehron, 8 to 10 ins.	20.00
Taxus andersonii, 8 to 10 ins.	25.00
Taxus cuspidata, 6 to 8 ins.	18.00
Taxus cuspidata, 8 to 10 ins.	22.00
Taxus hicksii, 6 to 8 ins.	18.00
Taxus hicksii, 8 to 10 ins.	22.00
Taxus hunnewelliana, 6 to 8 ins.	20.00
Taxus hunnewelliana, 8 to 10 ins.	25.00
Taxus hatfieldi, 6 to 8 ins.	20.00
Taxus browni, 6 to 8 ins.	20.00
Taxus intermedia, 6 to 8 ins.	20.00
Taxus cusp. capitata, 6 to 8 ins.	25.00
Taxus cusp. capitata, 8 to 10 ins.	30.00
Thuja boothii (globe), 8 to 10 ins.	25.00
Thuja hoveyi (globe), 8 to 10 ins.	25.00
Thuja nigra (Am. dark green), 8 to 10 ins.	27.50
Thuja pyramidalis, 8 to 10 ins.	27.50
Thuja Woodwardii (globe), 8 ins.	25.00

ROOTED CUTTINGS, OUTSIDE,

READY NOW

Taxus cuspidata, 7 to 8 ins.	7.00
Taxus hicksii, 7 to 8 ins.	8.00
Thuja pyramidalis, 8 ins.	9.00

R. F. D. 2 LINCOLN NURSERIES
Grand Rapids 4, Mich.

LINING-OUT STOCK

	Each
Silver Maple, improved, 5 to 6 ft.	\$1.00
6 to 7 ft.	1.25
7 to 8 ft.	1.50
Pyramidal Silver Maple, 5 to 6 ft.	1.00
6 to 7 ft.	1.25
7 to 8 ft.	1.50
Beebe Cutleaf Silver Maple, 5 to 6 ft.	1.00
Winter King and LaVale Hawthorns,	1.25
whips, 5 to 6 ft.	1.00
whips, 6 to 7 ft.	1.50
Marshall seedless Ash (well-branched),	
5 to 6 ft.	1.00
6 to 7 ft.	1.50
7 to 8 ft.	2.00
Sweet Gum, 5 to 6 ft.	3.00
6 to 8 ft.	4.00

FLOWERING CRAB APPLES

Over 50 varieties of grafts and buds.

1-yr.	\$0.50
2-yr.	1.00

2-yr. plants are well-branched, 4 to 6-ft. trees.

PIN OAK SEEDLINGS

Nursery-grown in peat beds, root pruned.

2-yr., 18 to 24 ins.	\$50.00 per 1000
2-yr., 30 to 36 ins.	100.00 per 1000

All material F.O.B. Warsaw, Ky.

HOPPERTON NURSERY, INC.
Naperville, Ill.

P. O. Box 65
Phone ELMwood 5-1020

Ready now, from open sand-peat beds

Abelia grandiflora, 4 ins.	3c
American Boxwood, 4 ins., branched	6c
Am. Boxwood, 6 to 7 ins., branched	12c
Old English Boxwood, 4 ins., branched	8c
6 to 7 ins., branched	12c
Euonymus patens, 5 to 7 ins.	3c
coloratus, ground cover, 5 to 7 ins.	3c
radicans, upright (Sarcocoe), 5 to 7 ins.	5c
Ilex burfordii, 3 to 5 ins.	4c
Ilex rotundifolia, 3 to 5 ins.	4c
Ilex rotundifolia, 5 to 7 ins. (2-yr.)	6c
Wax Ligustrum lucidum, 3 to 4 ins.	2½c
Pfitzer compact Juniper, 6 to 8 ins.	8c
Pfitzer Juniper, 6 to 8 ins.	6c

E. F. DuBose Nursery, Huntsville, Ala.

ROOTED AZALEA CUTTINGS

Ready to be transplanted into beds

3 to 5-in. cuttings, \$36.00 per 1000.

INDICA AZALEAS

Formosa, Pres. Clay

Judge Solomon, Pride of Mobile

Lawsal, Southern Charm

KURUME AZALEAS

Christmas Cheer, Massasoit

Coral Bells, Pink Ruffle

Hexe, Polar White

Hinodegirl, Snow.

FLOWERWOOD NURSERY

P. O. Box 206, Cairo, Ga.

FINER LINERS, ORNAMENTALS

Top-quality liners of the best and hardiest varieties plus A-1 super-service and personal attention. May we send you our list? 10 per cent off on all orders shipped this fall. Early Bird discounts for spring.

JOHN VERMEULEN & SON, INC.
P. O. Box 336A, Neshanic Station, N. J.

Will custom propagate for you, your cuttings in our modern greenhouse. Cost 2c each.

A. Ondersma & Sons Nursery, 1310 25th St. S. E., Grand Rapids, Mich

LINING-OUT STOCK

See our double page ad in this issue.

T. G. OWEN & SON, INC.
Columbus, Miss.

MAGNOLIAS**MAGNOLIA GRANDIFLORA**

2 1/2-in. pots.

8 to 10 ins.	.....12c
10 to 16 ins.	.....16c
16 to 20 ins.	.....18c
Qt. cans	
12 to 16 ins.	.....20c
20 to 30 ins.	.....25c
30 to 36 ins.	.....30c
B&B stock	
2 to 3 ft.	.....\$1.50
3 to 4 ft.	.....2.00
4 to 5 ft.	.....3.00
5 to 6 ft.	.....4.00
6 to 7 ft.	.....5.25
7 to 8 ft.	.....6.75

The above liners were grown in the open and are hardy. B&B stock will be wrapped in rot-proof burlap and string if so desired. Plants root pruned.

BIG RIVER NURSERY, DUNDEE, MISS.
Phone 572-R4, Tunica, Miss.

Magnolia grandiflora, beautiful old-fashioned evergreen tree. Stocky plants, 10 to 15 ins., \$15.00 per 100, \$120.00 per 1000; 12 to 18 ins., \$17.50 per 100.

Tidwell Nurseries, Greenville, Ga.

MAPLES

ACER PALMATUM ATROPURPUREUM (Dark Red Japanese Maple) Each, 100	
Selected types, strong 2-yr. grafts	.....\$1.50
Selected types, 3-yr. grafts, cutback	.....2.00
Bloodgood (very dark red Japanese Maple), very scarce, strong 2-yr. grafts	.....1.75
Oshiu Beni (light red Japanese Maple), strong 2-yr. grafts	.....1.50
Oshiu Beni, 3-yr. grafts, cutback	.....2.00
C. HOOGEENDOORN	
408 Turner Rd.	Newport, R. I.

MAPLES

COLLECTED ACER
RUBRUM AND SACCHARUM
from whips to 4-in. caliper.
CURTIS NURSERIES, INC.
Callicoon, N. Y.

MYRTLE

HARDY MYRTLE (VINCA MINOR)	
20 to 30 leads, \$8.00 per 100.	
500 to 2500, \$60.00 per 1000.	
2500 to 5000, \$50.00 per 1000.	
Cash or established credit.	
VAUGHAN'S NURSERY	
15910 Cleveland Rd.	Granger, Ind.
Phone South Bend CE 3-3318	

ORANGE TREES

MINIATURE ORANGE TREES	
CALAMONDIN	
6-in. plastic pots, 18 to 24 ins. tall, with multiple fruit, shipped with fruit green.	
Fruit will mature and color in 3 to 4 weeks after receipt of shipment.	
\$1.75 each, packed 9 per carton.	
Immediate delivery to all states except Calif., Ariz., Tex. and La. These are beautiful shapely plants that SELL on sight.	
VOSTERS NURSERIES & GHSES, INC.	
R. 2, Box 247	Miami 57, Fla.

Surplus Stock
can be easily and quickly turned into Cash
by listing it in the
American Nurseryman Classified Ads.

PACHYSANDRAS

400,000	
PACHYSANDRA TERMINALIS	
Strong rooted cuttings, ready for shipment now.	
\$38.00 per 1000;	
\$35.00 per 1000 for 5000 lots.	
Quantity buyers, write for prices.	
Check with order. Free samples.	
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Phone RO 4-2179	

PACHYSANDRAS
Shipped now or reserved for you.
Foliage fed. Greenhouse-grown.
Rooted in clean, white silica sand.
\$35.00 per 1000.
Write for our complete descriptive list of Ivies and ground covers.
THE JOSEPH F. MARTIN CO.
Painesville, O.

PACHYSANDRA TERMINALIS

1-yr., field-grown	.....\$ 5.00	\$ 45.00
3000 or more lots	.....42.50	
2-yr., field-grown	.....8.50	75.00
2 1/2-in., pot-grown	.....12.00	105.00

HANSEN BROS. NURSERIES, INC.
Phone 215 MO 4-3823 Narberth, Pa.

PACHYSANDRAS
1-yr.-old, frame-grown, well-rooted cuttings, \$5.50 per 100, \$43.00 per 1000; \$40.00 per 1000 for 5000 or more. Order now for immediate delivery.

RUSSELL GUTHRIE
123 Franklin St. Tarrytown, N. Y.

PACHYSANDRAS
Strong rooted cuttings, \$4.25 per 100, \$40.00 per 1000. No C.O.D. orders.
DUNWOODIE NURSERIES
6 Smart Ave. Yonkers, N. Y.

Pachysandras, strong plants, grown in soil frames with light shade. First-class stock, \$6.50 per 100, \$53.00 per 1000; \$50.00 per 1000 for 5000 or more, including good packing. Peekskill Nursery, Shrub Oak, N. Y.

PACHYSANDRA TERMINALIS
1-yr., field-grown, \$60.00 per 1000.
HILLCREST GREENHOUSES
Miller Park Franklin, Pa.

PEONIES

PEONIES
Strong 3 to 5-eye divisions, from young plants. Packing free for cash with order, otherwise at cost. 25 or more of a variety takes the 100 rate.

DOUBLE FLOWERING	
Each, 10	100
Baroness Schroeder, flesh to white	.....\$0.45 \$0.40
Canari, sulphur to pure white	.....40 35
Duc de Cazes, carmine-red to rose	.....45 40
Duchesse de Nemours, ivory-white	.....45 40
Duchesse d'Orleans, soft pink	.....35 30
Duke of Wellington, pure white	.....45 40
Edulis Superba, excellent deep pk.	.....35 30
Felix Crousse, ruby-red	.....45 40
Festiva Maxima, white, center flecked red	.....45 40
Frances Willard, bluish white	.....45 40
Francois Ortegat, crimson	.....35 30
Karl Rosenfield, velvety dark crimson	.....45 40
Le Cygne, excellent pure white	.....1.75 1.35
Lillian Wild, very large flesh to white	.....60 50
Longfellow, bright crimson	.....75 65
Mme. de Verneville, fragrant wh.	.....40 35
Martha Bullock, old rose pink	.....80 75
Mary Brand, dark clear crimson	.....70 60
Mons. Jules Elite, large silvery pk.	.....45 40
Mrs. P. D. Roosevelt, coral-pink	.....2.50 2.00
Ozark Beauty, compact radiant pk.	.....40 35
Philippe Rivoire, dark crimson	.....90 85
Queen Emma, satiny light pink	.....35 30
Sarah Bernhardt, appleblossom-pink	.....45 40
Therese, carmen-pink to lilac	.....75 60
Venus, large hydrangea-pink	.....45 40
Walter Faxon, excellent bright rose	.....50 45
Pink to color, not named	.....30 25
Red to color, not named	.....30 25
White to color, not named	.....35 30
Mixed Peonies, grown mixed	.....25 20

PEONIES TO COLOR AND MIXED
Pink to color, not named 30 25
Red to color, not named 30 25
White to color, not named 35 30
Mixed Peonies, grown mixed 25 20
SINGLE PEONIES
Krinkled White, well known ruffled white 1.50 1.35
Sea Shell, large bright pink 80 75
Send for our complete list of Peonies, Irises, Day Lilies and packed Peonies.

SARCOXIE NURSERIES
Wild Bros. Nursery Co.
Phone KI 8-3512 Sarcoxie, Mo.

PEONIES	
Healthy plants, from fields, grown on new land and from which no flowers are cut.	
Each, 10	100
Dixie	.....\$0.85 \$0.75
Hansina Brand	.....1.00 .90
Kansas	.....2.00 1.75
Mme. Emile Debatene	.....75 .50
Mark Twain	.....1.00 .90
Matilda Lewis	.....1.25 1.00
Mattie La Fuze	.....1.00 .90
Miss America	.....1.00 .90
Mother's Day	.....60 .50
Nick Shaylor	.....1.50 1.00
Philippe Rivoire	.....1.00 .75
Krinkled White	.....1.25 1.00
Nippon Beauty	.....90 .75
These are just a few varieties taken from our wholesale price list, which may be had upon request. We have a good stock of many of the newer varieties. No packing charge.	
CHARLES KLEHM & SON NURSERY	
2 E. Algonquin Rd.	
Arlington Heights, Ill.	
Phone HE 7-2880	

PEONIES
Adolphe Rousseau, Baroness Schroeder, Duchesse de Nemours, Festiva Maxima, Sarah Bernhardt, Lady Alex. Duft, Marie Lemoine, Mons. Jules Elite, Reine Hortense, 3-yr.-old, whole clumps, not divided, 6 eyes and up, \$75.00 per 100, \$700.00 per 1000; divisions, 3 to 5 eyes, \$40.00 per 100, \$350.00 per 1000.
VERKADE'S NURSERIES, WAYNE, N. J.

PEONIES

Large 3 to 5-eye divisions, from our northern nursery at Geneva, N. Y. Quality better than ever. Write for complete list and our outstanding list of brilliant new hybrid Peonies. Packing extra at cost.

Each, per 1000	
Baroness Schroeder	.....\$0.32
Cornelia Shaylor	......38
Festiva Maxima	......32 1/2
Felix Crousse	......32 1/2
Hesperola	......26
Hansina Brand	......70
Mrs. J. V. Edlund	......65
Myrtle Gentry	......47 1/2
Reine Hortense	......27 1/2
Victory	......42 1/2
Red	......30
White	......23 1/2
Pink	......21 1/2
Successor to Styer's Nurseries	
J. FRANKLIN STYER	
R. D. 5,	West Chester, Pa.

Tree Peonies, herbaceous Peonies,
Atha Gardens, West Liberty 6, O.

PHLOX**HARDY PHLOX**

For new sparkling color, try these new Symons-Jeune varieties. Fine growing habit and healthy, clean foliage.

DODO HANBURY FORBES, magnificent clear pink
EVEREST, dazzling white, light pink eye
FAIRY'S PETTICOAT, lively shade of soft mulberry-rose

CAITLY, brilliant cherry-red
LILAC TIME, lovely clear lilac
VINTAGE WINE, a new shade of rich red claret

COOL OF THE EVENING, slaty lavender-blue
OLIVE WELLS DURANT, creamy salmon-rose, carmine eye

Send for complete list of hardy perennials.
\$3.00 for 10, \$25.00 per 100.

Special collection, 5 each of 8 varieties, \$10.00.
SUNNY BORDER NURSERIES
Kensington, Conn.

PHLOX SUBULATA

(Creeping Phlox)

Admiration, cameo-pink with white eye

Alba, an excellent pure white

Astro, deep orchid-rose

Blue Hills, attractive medium blue

Butterfly, lilac bluish, showy purple eye

Crimson Beauty, brilliant cyclamen-red

Red Wing, finest large flowering red

Sensation, bright pink with red eye

Transplants, \$9.50 per 100, \$90.00 per 1000.

Liners, \$5.00 per 100, \$45.00 per 1000.

250 or more of same variety at 1000 rate.

Prices are prepaid, we pay transportation.

Terms: Cash with order.

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P. O. Box 336-N Clinton, S. C.

SPECIAL SURPLUS PHLOX OFFER

We have an extra large crop of 2-YEAR

upright Phlox, once transplanted. These will

average 8 eyes or better. Excellent for pot-

ting. Rather than carry them over winter, we

offer them for immediate delivery, at 15c,

or 13c for 250 or more of a variety. List on

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available.

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P. O. Box 123 Benton Harbor, Mich.

Phone WA 5-2535

PHLOX, ALL SAND-GROWN

BOTH UPRIGHT AND SUBULATA.

ALL VARIETIES AND COLORS.

WRITE FOR LIST, FALL AND

SPRING DELIVERY.

RICHARDS GARDENS

Box AN Plainwell, Mich.

Phlox subulata, beautiful evergreen border

plant, very hardy, in bright red, rose-pink,

pure white and blue; large, strong field-

grown plants, \$8.00 per 100, \$60.00 per 1000.

Fast service, fresh delivery.

Tidwell Nurseries, Greenville, Ga.

PIERIS

ANDROMEDA

(Pieris japonica)

One of the most beautiful broad-leaved

Evergreens.

Per 100 Per 1000

1 to 2 ins. \$ 6.00 \$ 50.00

2 to 3 ins., T. 8.00 75.00

4 to 6 ins., T. 15.00 140.00

6 to 8 ins., TT. 20.00 190.00

300 at 1000 rate. Shipped prepaid to your

nursery.

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1355 W. Main Rd., Rt. 114 Newport, R. I.

Small Ads Do Great Things in the

American Nurseryman Classified Section.

PRIMULAS

GIANT PACIFIC HYBRID PRIMULAS

(Polyanthas)

For perennials. For pot plants.

Blue, pink, red, yellow-bronze.

2 1/2-in. peat pots, 50 plants per carton,

\$15.00 per 100, \$70.00 per 500.

SCHMIDT GREENHOUSES, HARVARD, ILL.

PRIVET

Thousands of Amur River North Privet.
Per 100 Per 1000
18 to 24 ins. \$3.00 \$25.00
2 to 3 ft. 4.00 30.00
3 to 4 ft. 5.00 40.00
Immediate shipment. Satisfaction guaranteed. Robinson Nursery Co., Greenville, Ga.

CHINESE EVERGREEN PRIVET HEDGE
(Ligustrum sinense)
Available in various sizes and quantities. Write for quotations.
WAYNESBORO NURSERIES
Waynesboro, Va.

Let us supply your Amur River Privet needs. An extremely hardy, desirable shrub. 18 to 24 ins., \$4.00 per 100; 2 to 3 ft., \$5.00 per 100. Any amount, all sizes.
Tidwell Nurseries, Greenville, Ga.

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RHODODENDRONS
5 reasons why you should order your needs from us.
1. All own-root from cuttings
2. All field BED-grown, pinched and tended individually
3. All large and many small plants BUDDED
4. All orders for spring lifted and stored under protection
5. All Jap. beetle certified.
"Nothing beats a Wells-grown plant!"
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Box 141 Red Bank, N. J.

10,000 Rhododendrons, red and white; cutting-grown, 4-yr., well-budded, \$350.00 per 100; 30,000 red and white varieties, 2-yr. liners, \$150.00 per 100. Kordus Nursery, Cranbury Rd., Rt. 635, Jamesburg, N. J. Opposite Phelps Dodge Corp., between exit 8 and 9 on N. J. turnpike.

HYBRID RHODODENDRONS
Excellent quality.
for landscaping and garden centers.
PARMENTIER'S ROSES
Bayport, L. I., N. Y.
Phone Bayport 8-0811.

RHODODENDRONS
Hardy, hybrid seedlings, liners.
Write for prices and sizes.
THE LEVICK NURSERY CO.
R. F. D. 3 Bridgeton, N. J.

HARDY IRONCLADS AS PARENTS
Seed, seedlings, transplants; pots, flats, ready now. Own-root hybrids for spring.
JOHN VERMEULEN & SON, INC.
P. O. Box 336A Neshanic Station, N. J.

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RHUS COTINUS ROYAL PURPLE
(NEW dark purple-red leaf Smokebush)
1-yr. grafts, bedded (good size for canning), \$75.00 per 100, \$600.00 per 1000.
C. HOOGEENDOORN
408 Turner Rd. Newport, R. I.

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ROSES
FOR YOUR CUSTOMER'S GARDENS
Complete list featuring Christian Dior and other All-America Winners. Two-year field-grown plants, produced on the hardest of understocks. Modern varieties and quality the public knows and buys. Fine for potting or packaging.
Write today for FREE COLOR POSTER and complete wholesale catalog.
THE CONARD-PYLE CO.
West Grove 220, Pa.

FINEST QUALITY ROSES SINCE 1923
Complete selection of patent and non-patent varieties.
Bare root. Packaged. Potted.
Inquiries welcome.
Write for list, Dept. 11.
QUALITY SERVICE PRICE.
VERMAY NURSERY CO.
Homer W. Eikner, Owner
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Select No. 1 grade standards available subject to prior sale, including such varieties as Christian Dior, John S. Armstrong, Golden Slippers, Kings Ransom, Chrysler Imperial, Peace, Pink Peace, Sterling Silver, Korde's Perfecta, etc. Write for catalog and complete listing.
GERARD K. KLYN, INC.
Mentor, O.

ROSES
Profit-wise nurseries, garden centers and mail-order firms depend on ARP ROSES.
Glittering packs to display. Bare-root for container or landscape. All-America Selections. Catalog and wholesale price list.
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Box 3338-A Tyler, Tex.

Rosebushes, 100 non-patented and 57 patented varieties. Bare-root and packaged. Old and new favorites that will please your customers. Dusted and sprayed weekly for the finest quality plants. Send for free list and place your order early while list is complete. Tate Nursery, R. 3, Tyler, Tex.

LONE STAR'S
FINEST CROP ROSEBUSHES

Order now for immediate shipment or book your order for shipment up to April 15. Our Roses are of excellent quality. TOP GRADE, FIELD FRESH, MANZATE SPRAYED, budded on Multiflora root stock with well-branched GREEN TOP and FIBROUS ROOT SYSTEM.

NON-PATENTED BARE-ROOT PRICES.
GRADE 10-249 250-999 1000 up
Jumbo \$0.52 \$0.48 \$0.45
No. 1 .42 .38 .35
No. 1 1/2 .32 .30 .25
No. 2 .25 .22 .20

NO CHARGE FOR PACKING (multi-wall corrugated cartons with polyethylene lining). ORDER IN MULTIPLES OF 10 OF A VARIETY.

CUSTOM PACKAGED PRICES
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Jumbo, *Trophy 75c each
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Patented Rose, *Chevy Chase, at suggested retail price less 40 per cent.
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(*trade names)

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READY FOR PLANTING
Jumbo 70c each
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We have a complete list of POPULAR PATENTED VARIETIES, write us for this and other standard varieties.

American Beauty Poinsettia
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Crimson Glory Syracuse
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PINK
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Pink Hollande
Pink Radiance
The Doctor
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TWO-TONE
Girona
Good News
Hoover
Talisman

YELLOW
PEACE
Socur Therese
Sunburst

WHITE
Koenig Luise
McGredy's Ivory
White Am. Beauty

POLYANTHUS FLORIBUNDAS
Golden Salmon
George Elser
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Grass an Aachen
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Mrs. R. M. Finch
Summer Snow

CLIMBING ROSES
American Beauty
Blaze
Charl. Armstrong
Chris. Stone
Hollande
Paul's Scarlet
Poinsettia
Red Radiance
Red Talisman

We will allow 2 per cent for CASH WITH ORDER, otherwise 25 per cent cash, balance C.O.D.

LONE STAR ROSE NURSERY
Dept. A, Dallas Hwy. Tyler, Tex.
Phone LY 2-8161

NORTHERN-GROWN ROSES
for 1961-62 season.
Our catalog covering over 140 varieties now available. Polyanthas and other forcing types for the pot-plant growers plus Texas Floribundas and climbers in all of the most popular varieties. Order A.A.R.S. winners, John S. Armstrong, Golden Slippers, Christian Dior, and King's Ransom early!
GERARD K. KLYN, INC., MENTOR, O.
OHIO'S LARGEST ROSE GROWER
In the heart of famous Lake County.

ROSEBUSHES
WE SELL NOTHING BUT ROSEBUSHES. The very EXCELLENT SERVICE IS FREE. WE GRADE UP TO STANDARD NOT DOWN TO PRICE. Send for our new list today and see for yourself.

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STOP!
DO NOT BUY A ROSEBUSH UNTIL YOU SEE OUR PRICES. We grow over 120 PATENT and STANDARD varieties, both OLD and NEW. PRICE and QUALITY MAKE THIS YOUR BEST ROSE BUY.
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TREE ROSES
36 to 38-in. stems, 2 buds on IXL.
For December, January delivery, \$1.70 each in bundles of 5; one bud, \$1.25.
Also Patio Roses on 18-in. stems.
PETER J. BOOY ROSE NURSERY
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ROSEBUSHES, 20 PER CENT DISCOUNT
140 patented and standard varieties, manzate sprayed weekly. Bare-root for container or landscape. Glittering packs to display.
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FOR FALL 1961 DELIVERY
Ask for wholesale offer.
D & D ROSE GARDENS
42 Monmouth Rd. Eatontown, N. J.
ROSE SPECIALISTS.

ROSE STOCK

MULTIFLORA ROSE
For living fence, conservation and budding understock. Hardy northern-grown plants, nematode-free. Our sandy loam produces the finest root system. Our high quality is well known.

Calliper and approximate height Per 1000
2 to 3 mm., 8 to 15 ins. \$12.50
3 to 8 mm., 15 to 24 ins. 22.50
3 to 5 mm., 12 to 18 ins. 19.25
4 to 6 mm., 15 to 24 ins. 27.50

Ask for quantity prices. We cut the tops back to about 10 ins. for shipping, unless you state otherwise. Prices are F.O.B. Glen Head, Packing at cost. For less than 1000, add 30 per cent. Available after October 15.
BROOKVILLE NURSERIES
Box 53, Northern Blvd., Glen Head, L. I., N.Y.

MULTIFLORA ROSE SEEDLINGS
Matured stock of upright growing multiflora japonica, from our own selected seed. Ideal for living fences and conservation plantings.

Hardy, northern-grown, in treated soils for your protection.
2 to 3 mm. \$12.50 per 1000
3 to 5 mm. 19.00 per 1000
Packing FREE, f.o.b. West Grove. Minimum order 1000.

Write for quantity prices and complete wholesale catalog.
THE CONARD-PYLE CO.
West Grove 220, Pa.

THORNY ROSA MULTIFLORA

2 to 3 mm. \$11.00 per 1000
3 to 6 mm. 16.00 per 1000
6 to 12 mm. 30.00 per 1000
No packing charge. F.O.B. Mt. Vernon, Ill.
Write for quotations on larger amounts.

MESTEL NURSERY
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PEACH SEEDS, NEW CROP
Carefully handled, insuring high germination. 4000 up per bushel. 30 bu. up, \$2.50 per bu.; 10 to 30 bu., \$2.75 per bu.; 2 to 10 bu., \$3.25 per bu.

WAYNESBORO NURSERIES
Waynesboro, Va.

BLACK HILLS PONDEROSA PINE SEED
\$2.50 per lb.
Sample upon request.
MRS. EARL BAKER

Box 53 Custer S. Dak.

CONCOLOR FIR SEED
1959 crop, \$3.65 per lb., postpaid.
10 lbs. or more, \$3.25 per lb.
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Box 296 Silver Cliff, Colo.
Juniper seed, virginiana, Platt type Red Cedar (Neb.), cleaned and floated, \$3.00 per lb.; scopulorum (Colo.), \$3.00 per lb.
Forestry Seed Service, Cuba, Kan.

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ABELIA GRANDIFLORA Per 100
12 to 18-in. liners, field-grown \$17.50
18 to 24-in. liners, field-grown 22.50
18 to 24 ins., B&B, field-grown 60.00
2 to 3 ft., B&B, field-grown 70.00
3 to 4 ft., B&B, field-grown 100.00

All the above are heavy sheared, well-branched from ground up, F.O.B.
SPIRAEA REVESEIANA (DOUBLE)
12 to 18-in. liners, field-grown \$17.50
18 to 24-in. liners, field-grown 22.50
18 to 24 ins., B&B, field-grown 60.00
2 to 3 ft., B&B, field-grown 70.00

All the above are heavy sheared, well-branched from ground up, F.O.B.
NANDINA DOMESTICA
18 to 24 ins., B&B, field-grown \$60.00
2 to 3 ft., B&B, field-grown 80.00
All the above are low and compact with plenty of foliage, F.O.B.

EVERGREENS Per 100
Gardenia fortunei
Gardenia Mystery
Ligustrum luc. cornutum
Ligustrum repandens
Ligustrum macrophyllum
18 to 24 ins., B&B, field-grown \$70.00
2 to 3 ft., B&B field-grown 90.00
All the above are heavy sheared, well-branched from ground up, F.O.B.

ATMORE NURSERY CO., ATMORE, ALA.

SHADE TREES
Large assortment varieties and sizes. Ask for complete wholesale price list.
WAYNESBORO NURSERIES
Waynesboro, Va.

PRICES REDUCED. MUST SELL IN PATH OF NEW RESERVOIR

Rooted cuttings, 1-yr. in field beds.

	Per 100	Per 1000
Buxus sempervirens, 4 to 6 ins.	\$ 8.00	\$ 70.00
Chamaecyparis cyano viridis, 4 ins.	12.00	100.00
Chamaecyparis lutescens, 4 to 6 ins.	8.00	70.00
Ilex bullata, 4 to 6 ins.	8.00	70.00
Ilex crenata, 4 to 6 ins.	8.00	70.00
Juniper, Andorra, 4 to 8 ins.	8.00	70.00
Juniperus hibernica, 4 to 6 ins.	12.00	100.00
Juniperus hetzi, 4 to 6 ins.	8.00	70.00
Juniperus stricta, 4 to 6 ins.	12.00	100.00
Juniperus communis aurea, 4 to 6 ins.	12.00	100.00
Pachysandra, 4 to 6 ins.	4.00	35.00
Pyraecantha lalandi, 4 to 8 ins.	10.00	90.00
Pieris japonica, 4 to 8 ins.	8.00	75.00
Retinispora plumosa aurea, 6 to 8 ins.	8.00	70.00
Retinispora squarrosa veitchi, 5 to 8 ins.	8.00	70.00
Taxus brevifolia, 4 to 6 ins.	8.00	70.00
Taxus brownii, 4 to 6 ins.	8.00	70.00
Taxus brevifolia, 4 to 6 ins.	8.00	70.00
Taxus cuspidata, 4 to 6 ins.	8.00	70.00
Taxus cuspidata F&F compacta, 4 to 6 ins.	10.00	90.00
Taxus hatfieldi, 4 to 6 ins.	8.00	70.00
Taxus hicksi, 4 to 6 ins.	8.00	70.00
Taxus intermedia, 4 to 6 ins.	8.00	70.00
Taxus Moon's columnaris, 4 to 6 ins.	8.00	70.00
Taxus repandens, 4 to 6 ins.	10.00	70.00
Thuja globosa, 4 to 6 ins.	8.00	70.00
Thuja Geo. Peabody, 4 to 8 ins.	8.00	70.00
Rooted cuttings, 2-yr. in field beds.		
Retinispora pisifera aurea, 8 to 12 ins.	12.00	100.00
Retinispora plumosa, 8 to 12 ins.	12.00	100.00
Pieris japonica, 6 to 10 ins.	12.00	100.00
Taxus cuspidata, 6 to 8 ins.	12.00	100.00
Taxus intermedia, 6 to 8 ins.	12.00	100.00
Taxus brownii, 6 to 8 ins.	12.00	100.00
Taxus hicksi, 6 to 8 ins.	12.00	100.00
Taxus brevifolia, 6 to 8 ins.	12.00	100.00
Ilex bullata, 6 to 8 ins.	12.00	100.00
Retinispora plumosa aurea, 8 to 12 ins.	12.00	100.00
Thuja George Peabody, 6 to 10 ins.	12.00	100.00
Taxus cuspidata F&F, 6 to 8 ins.	12.00	100.00
Taxus repandens, 6 to 8 ins.	15.00	120.00
Black Locust (Robinia pseudo-acacia), 12 to 18 ins.	6.00	50.00
Taxus capitata, 3 ins.	2.00	15.00
Chinese Chestnut, 12 to 18 ins.	8.00	70.00
Fagus sylvatica, 6 to 10 ins.	10.00	80.00
2-yr. seedlings.		
Acer palmatum, 6 to 10 ins.	8.00	70.00
Ilex crenata, 3 to 6 ins.	5.00	40.00
Douglas Fir, 4 to 8 ins.	5.00	40.00
Black Hills Spruce, 3 to 4 ins.	5.00	40.00
Chinese Chestnut, 18 to 30 ins.	10.00	90.00
Pinus densiflora, 5 to 8 ins.	3.00	25.00
Picea pungens glauca, 3 to 5 ins.	3.50	25.00
Picea (White Spruce), 3 to 5 ins.	3.50	25.00
Pinus strobus, 4 to 6 ins.	3.50	25.00
Pinus sylvestris, 4 to 5 ins.	3.50	25.00
Thuja occidentalis, 4 to 6 ins.	3.50	25.00
Taxus capitata, 4 to 8 ins.	4.00	30.00
Picea excelsa, 4 to 10 ins.	5.00	40.00
Concolor Fir, 3 to 5 ins.	5.00	40.00
Pinus nigra, 6 to 10 ins.	5.00	40.00
Pinyon Pine, 4 to 6 ins.	6.00	50.00
3-yr. seedlings.		
Balsam Fir, 4 to 6 ins.	4.00	30.00
Picea (White Spruce), 4 to 8 ins.	4.00	30.00
Pinus mughus (Tyrolean), 3 to 5 ins.	6.00	50.00
Tsuga diversifolia, 4 to 6 ins.	7.00	60.00
Concolor Fir, 4 to 6 ins.	5.00	40.00
Taxus capitata, 6 to 10 ins.	8.00	75.00
In large quantity, they may be had for \$50.00 per 1000.		
3-yr. seedlings, transplanted.		
Taxus capitata, 6 to 8 ins.	10.00	90.00
Taxus canadensis, 4 to 7 ins.	8.00	70.00
Pinus strobus, 4 to 6 ins.	7.00	60.00
Picea engelmanni, 3 to 6 ins.	6.00	50.00
Picea rubens, 3 to 6 ins.	7.00	60.00
Picea pungens glauca, 4 to 6 ins.	8.00	70.00
Concolor Fir, 5 to 8 ins.	15.00	125.00
Thuja occidentalis, 8 to 12 ins.	6.00	50.00
Black Hills Spruce, 3 to 4 ins.	7.00	60.00
4-yr. transplanted.		
Douglas Fir, 8 to 12 ins.	8.00	70.00
Taxus capitata, 8 to 12 ins.	15.00	125.00
Lecothoe catesbaei, 10 to 14 ins.	35.00	300.00
Picea engelmanni, 6 to 8 ins.	8.00	70.00
Picea excelsa, 6 to 12 ins.	12.00	100.00
Picea pungens glauca, 6 to 10 ins.	12.00	100.00
Pinus mughus (Tyrolean), 4 to 6 ins.	15.00	125.00
Thuja occidentalis, 8 to 12 ins.	12.00	100.00
Tsuga canadensis, 5 to 8 ins.	10.00	90.00
Tsuga canadensis, 8 to 10 ins.	15.00	140.00
Tsuga canadensis, 10 to 12 ins.	20.00	190.00
5-yr. transplanted.		
Concolor Fir, 6 to 10 ins.	15.00	130.00
Concolor Fir, 12 to 15 ins.	30.00	250.00
Picea pungens glauca, 12 to 18 ins.	20.00	140.00
Picea (White Spruce), 12 to 18 ins.	10.00	80.00

VAN DINE NURSERY
Berdan Ave. Wayne, N. J.

EVERGREEN SEEDLINGS

	100	1000
SCOTCH PINE (French or Spanish strain)		
2-yr. seedlings (2-0), 2 to 4 ins.	\$ 3	\$ 15
3-yr. seedlings (3-0), 10 to 18 ins.	9	45
WHITE PINE		
3-yr. seedlings (3-0), 8 to 14 ins.	8	40
4-yr. transplants, grafting size.	15	75
MUGHO PINE		
4-yr. transplants (4-0), 4 to 8 ins.	10	50
4-yr. transplants (3-1), 3 to 5 ins.	15	75
JAPANESE BLACK PINE		
2-yr. seedlings (2-0), 4 to 8 ins.	9	45
3-yr. seedlings (3-0), 12 to 18 ins.	12	60
WHITE SPRUCE		
3-yr. seedlings (3-0), 8 to 14 ins.	8	40
5-yr. transplants, grafting size.	20	100
NORWAY SPRUCE		
3-yr. seedlings (3-0), 10 to 18 ins.	9	45
5-yr. transplants, grafting size.	25	125
COLORADO BLUE SPRUCE		
3-yr. seedlings (3-0), 6 to 12 ins.	11	55
5-yr. transplants (3-2), 8 to 14 ins.	35	175
CANADIAN HEMLOCK		
3-yr. seedlings (3-0), 6 to 10 ins.	16	80
CONCOLOR FIR		
3-yr. seedlings (3-0), 6 to 10 ins.	8	40
4-yr. seedlings (4-0), 10 to 16 ins.	11	55
4-yr. transplants (3-1), 4 to 8 ins.	16	80
5-yr. transplants (3-2), 8 to 12 ins.	25	125
FRASER FIR		
2-yr. seedlings (2-0), 2 to 4 ins.	8	40
3-yr. seedlings (3-0), 4 to 8 ins.	12	60
BALSAM FIR		
3-yr. seedlings (3-0), 3 to 5 ins.	8	40
4-yr. transplants (3-1), 4 to 8 ins.	18	90
BARBERIES, GREEN		
2-yr. seedlings (2-0), 6 to 12 ins.	8	40
2-yr. seedlings (2-0), 12 to 18 ins.	10	50
WHITE FLOWERING DOGWOOD		
Seedlings, 4 to 8 ins.	7	35
Seedlings, 12 to 24 ins.	12	60
MUSSER FORESTS, INC.		
Box 16VC Indiana, Pa.		
WELL-GROWN SHADE AND FLOWERING TREES		
All material B&B.		
American Beech, 3-in.	\$70.00	
Tulip Tree, 1 1/2-in.	12.00	
2-in.	16.50	
American Sycamore, 2-in.	18.00	
2 1/2-in.	24.00	
Kentucky Coffee Tree, 1 1/2-in.	31.50	
1 1/2-in.	8.50	
2-in.	12.00	
2 1/2-in.	20.00	
3-in.	26.00	
Littleleaf Linden, 3-in.	33.50	
3 1/2-in.	42.00	
4-in.	50.00	
Sunburst Locust, 2-in.	57.00	
Thornless Honey Locust, 2-in.	80.00	
2 1/2-in.	21.00	
Malus arnoldiana, 1 1/2-in.	29.00	
Malus floribunda, 2 to 3-in. specimens,	10.00	
6 to 8 ft. spread	29.00	
Malus, Hopsa, 1 1/2-in.	9.00	
1 1/2-in.	14.00	
Malus, Almey, 1 1/2-in.	12.00	
1 1/2-in.	9.00	
Malus sargentii, 4 to 5 ft.	7.50	
5 to 6 ft.	8.75	
White Redbud, 3 to 4 ft.	10.00	
4 to 5 ft.	14.00	
5 to 6 ft.	17.50	
6 to 7 ft.	25.00	
Euonymus vegetus, 4 to 5 ft., heavy		
specimens, 22-in. ball	14.00	
BRISTOW'S NURSERY		
6909 Garden Rd. Maumee, O.		
BRANCHED SHADE TREES		
Heavy liners and finished trees.		
Per 100 Per 1000		
Pin and Red Oak, root pruned		
18 to 24 ins.	\$ 15.00	\$ 120.00
2 to 3 ft.	22.00	180.00
3 to 4 ft.	30.00	250.00
4 to 6 ft.	40.00	350.00
Thornless Honey Locust,		
branched and root pruned		
3 to 4 ft.	40.00	350.00
4 to 5 ft.	50.00	450.00
5 to 6 ft.	60.00	500.00
6 to 8 ft.	250.00	2000.00
8 to 10 ft.	300.00	
Phellodendron amurense		
(Cork Tree),		
branched and transplants		
3 to 4 ft.	100.00	
4 to 5 ft.	140.00	
5 to 6 ft.	200.00	
Koeleria paniculata		
(Golden Rain Tree),		
branched and transplants		
4 to 5 ft.	150.00	
5 to 6 ft.	200.00	
Nyssa sylvatica (Sour Gum),		
branched and transplants		
3 to 4 ft.	125.00	
Write for our new fall 1961 price list quoting on our complete line of evergreens, shrubs and shade trees.		
EGYPTIAN NURSERY & LANDSCAPE CO.		
Two miles North of Farina on Route 37		
Farina, Ill.		
Choice and specimen plants and trees		
New list now ready. Copy on request.		
J. Vermeulen & Son, Neshanic Sta. 1, N. J.		

ACER DASYCARPUM

	100	1000
(Silver Maple)		
10,000 2-yr. seedlings		
12 to 15 ins.	\$ 2.00	\$17.50
12 to 18 ins.	2.25	20.00
18 to 24 ins.	2.50	22.50
2 to 3 ft.	3.00	27.50
3 to 4 ft.	20.50	
2000 SPIRAEA BILLARDI, PINK		
12 to 18 ins., br.	15.00	
18 to 24 ins., br.	20.00	
5000 ALTHAEAS		
Ardens Double Rose Violet		
Jeanne d'Arc, semi-double white		
Double Rose Red, Double Pink		
Double White, red base		
6 to 12 ins., br.	10.00	
12 to 18 ins., br.	12.50	100.00
18 to 24 ins., br.	17.50	150.00
2 to 3 ft., br.	20.00	
40,000 AMUR RIVER NORTH PRIVET		
Rooted cuttings, 6 to 12 ins.	3.00	25.00
12 to 18 ins.	4.50	40.00
30,000 CALIFORNIA PRIVET		
Rooted cuttings, 6 to 12 ins.	3.00	20.00
12 to 18 ins., br.	3.00	25.00
SYMPHORICARPOS RACEMOSUS		
(White Snowberry)		
12 to 18 ins.	6.00	
18 to 24 ins., br.	15.00	
2 to 3 ft., br.	20.00	
We have many more rooted cuttings. Send for list.		
EDMOND L. BABCOCK NURSERY		
James Babcock		
32 West Ave. Dansville, N. Y.		
SHADE TREES, PRICED BARE-ROOT		
Add \$1.00 per tree, up to 2-in. \$2.00 per tree above 2-in., for B&B.		
Pin Oak, 1 1/2 to 2-in.	\$4.75	
2 to 2 1/2-in.	6.00	
Green Ash, 1 1/2 to 2-in.	2.50	
2 to 2 1/2-in.	3.00	
Sugar Maple, 1 1/2 to 1 1/2-in.	2.50	
1 1/2 to 2-in.	4.00	
Sweet Gum, 1 1/2 to 1 1/2-in.	3.50	
2 to 2 1/2-in.	5.00	
Tulip Poplar, 1 1/2 to 2-in.	3.50	
2 to 2 1/2-in.	5.00	
Sycamore, 1 1/2 to 2-in.	4.00	
2 to 2 1/2-in.	5.00	
Thornless Honey Locust		
1 1/2 to 1 1/2-in.	2.50	
1 1/2 to 2-in.	3.50	
Lombardy Poplar, 6 to 8 ft.	1.00	
Weeping Willow, 6 to 8 ft.	2.00	
European Mt. Ash		
6 to 7 ft.	2.50	
7 to 8 ft.	3.50	
Magnolia soulangeana, 5 to 6 ft.	5.00	
6 to 7 ft.	6.00	
Redbud, 6 to 7 ft.	2.00	
SNOW HILL FLORIST AND NURSERY		
Shelbyville, Ky.		
(20 miles East of Louisville, Ky.)		
HARDWOOD CUTTINGS		
7 ins. long, \$5.00 per 1000.		
Forsythias, intermedia, spectabilis, primu-		
lina, ovata; Hydrangeas, A. G. and P. G.;		
Privet Amur North, Honey suckles, Morrow,		
bella rosea, tat. rosea, zabeli; Philadelphus,		
grandiflorus, Amalthee, coronarius; Spiraeas,		
vanhouttei, billardi rosea, Korean; Lom-		
bardy Poplars, dwarf Arctic Willow.		
EVERGREEN CUTTINGS, \$15.00 per 1000.		
Junipers, Pfitzer, Savin, Hetz, Von Ehron.		
Taxus, capitata, cuspidata, browni, hicksi.		
COLLECTED, INSPECTED HARD MAPLE		
Each 1000		
2 to 4 ft.	\$0.20	\$175.00
4 to 6 ft.	.30	275.00
6 to 8 ft.	.50	450.00
8 to 10 ft.	1.00	850.00
10 to 12 ft.	1.50	1250.00
AMERICAN IRONWOOD		
(Ostrya virginiana)		
6 to 8 ft.	\$1.00 each	
8 to 10 ft.	1.50 each	
SCOTCH GROVE NURSERY		
Scotch Grove, Ia.		
YOUR SOURCE OF SUPPLY ON LOCUST		
Thousands of nice thornless Honey Locust,		
all in rows 8 ft. apart; all heavy tops.		
Each, 1000		
6 to 8 ft.	\$2.00	
8 to 10 ft.	3.00	
1 1/2 to 1 1/2 ins.	3.50	
1 1/2 to 2 ins.	4.00	
2 to 2 1/2 ins.	5.50	
Larger sizes on request.		
MORAIN LOCUST		
Each, 100		
1 1/2 to 1 1/2 ins.	\$ 8.25	
1 1/2 to 1 1/2 ins.	9.60	
2 to 2 ins.	12.25	
2 to 2 1/2 ins.	15.00	
IMPERIAL AND SKYLINE LOCUST		
1 1/2 to 1 1/2 ins.	\$ 6.00	
1 1/2 to 1 1/2 ins.	7.75	
1 1/2 to 2 ins.	10.50	
EGYPTIAN NURSERY & LANDSCAPE CO.		
Phones, 3551 and 3553		
Farina, Ill.		
SHADEMASTER LOCUST		
(PLANT PAT. NO. 1515)		
The finest of all the thornless Honey		
Locusts. Straight, rapid growth. Transplants		
easily.		
A money-maker for grower or landscape		
man.		
8 to 10 ft., 1 to 1 1/2-in.	\$ 7.00	\$5.50
9 to 11 ft., 1 1/2 to 1 1/2-in.	9.50	7.50
10 to 12 ft., 1 1/2 to 1 1/2-in.	11.00	9.00
PRINCETON NURSERIES		
Princeton, N. J.		

SHRUBS AND TREES—Continued

EVERGREENS		Per 1000
Scotch Pine, French and Spanish strains; 10 to 18 ins.		\$20.00
Blue Spruce, 3-yr., 4 to 6 ins.		20.00
6 to 12 ins.		30.00
Norway Spruce, 3-yr., 5 to 8 ins.		15.00
8 to 16 ins.		20.00
Blue Spruce, transplants, 3-2, 10 to 16 ins.		100.00
Fraser Fir, transplants, 2-2, 6 to 8 ins.		90.00
Cornus florida, 2-yr., 12 to 18 ins.		40.00
18 to 26 ins.		50.00
Silver Maple, 2-yr., 18 to 28 ins.		40.00
Austrian Pine, 3-yr., 8 to 14 ins.		20.00
Booking orders for fall and spring.		
All plants are heavy rooted, well-branched and exceptionally heavy caliper. No burning in the Scotch. Samples on request.		
HEMLOCK NURSERY		
R. F. D. 2	Clymer, Pa.	

SHRUBS		
Excellent quality and grade.		
Cydonia japonica rubra (cutting-grown) 24 to 30 ins.		\$0.40
Euonymus alatus 3 to 4 ft.		1.25
4 to 5 ft.		1.50
Euonymus alatus compactus 24 to 30 ins. ....		.80
24 to 30 ins.		1.20
Prunus cistena 3 to 4 ft.		1.00
4 to 5 ft.		1.35
Spiraea vanhouttei 3 to 4 ft. ....		.40
4 to 5 ft. ....		.45

FANCHER'S NURSERY
Sturtevant, Wis.

SHADE TREES
These sizes and kinds available in quantity at our Urbana, Ill. nursery.
Amur Cork Tree, 2-in. through 5-in. dia.
American Sycamore, 6 1/4 to 8 ft. through 6-in. dia.
Green Ash, 6 to 8 ft. through 3-in. dia.
Silver Maple, 2 1/4 through 6-in. dia.
Tulip-Tree (Liriodendron), 6 to 8 ft. through 5-in. dia.
Thornless Locust, 1 1/2-in. through 5-in. dia.
We grow principally for our own use. The above trees are surplus and available in quantity.

WANEDELL'S Urbana, Ill.
R. 3, Station Rd.

COLLECTED STOCK		Per 100	Per 1000
CANADIAN HEMLOCK 6 to 9 ins.		\$4.00	\$20.00
9 to 12 ins.		6.00	45.00
12 to 18 ins.		8.00	65.00

SUGAR MAPLES,
BIRCH CLUMPS, FERNS
AND WILDFLOWERS
Send for wholesale list.
LAMPREY RIVER NURSERY
Radford H. Palmer
R. F. D. 1 Durham, N. H.

LITTLE LEAF EUROPEAN LINDEN		
FINE QUALITY, GOOD HEADS, FIBROUS ROOTS		
6 to 8 ft., 1 to 1 1/4-in.		\$4.50 \$3.60
8 to 10 ft., 1 1/4 to 1 1/2-in.		7.00 5.50
8 to 11 ft., 1 1/2 to 1 3/4-in.		9.00 7.25
10 to 12 ft., 1 3/4 to 2-in.		12.00 10.00
11 to 13 ft., 2 to 2 1/2-in.		15.00 12.00

PRINCETON NURSERIES
Princeton, N. J.

DWARF MAHONIA
Jack Mayhan is authority on mountain-grown Mahonia. This is a new variety selection, hardy as Oak. Very compact, dwarf. Ready now, 100,000 plants. All plants U. S. D. A. inspected. Cash in on my many years' experience.
2-yr., T. \$20.00 per 100, \$150.00 per 1000.
Cash with order. Full return 5-day privilege.
MAYHAN NURSERY, VERADALE, WASH.

RHODODENDRONS
Hybrids in varieties. True Red Jap. Maples, also the new Bloodgood variety. Own-root grown. Liners and finished plants. Our complete list of many items of choice nursery stock is now ready. See our beautifully grown Taxus, Ilex, Azaleas, etc.

GERARD K. KLYN, INC.
Mentor, O.
Wholesale Nurserymen

COTONEASTER PRAECOX		
18 to 24 ins.		\$2.00 each.
24 to 30 ins.		\$2.25 each.
TAXUS, 2-YR. BED		
Densiformis, 8 to 12 ins.		\$40.00 per 100.
Hatfieldi, 8 to 12 ins.		\$40.00 per 100.
Hicksi, 9 to 15 ins.		\$40.00 per 100.

GULDEMUND'S NURSERY
Newport, R. I.

SPECIAL
200 Taxus repandens (Yew), 24 to 36 ins.
300 spreading Yews, 4 to 5 ft.
500 well finished flowering shrubs, in variety, 4 to 6 ft.
300 Euonymus patens
1000 Taxus capitata (Yew), 24 to 36 ins.
THE BUDDIES NURSERY
P. O. Box 14 Juniper 2-7257 Birdsboro, Pa.
One tract of land sold. Boxwoods, Evergreens, shrubs and trees. Plants must be moved this year. Ask for wholesale offer.
Boxwood Nurseries, Mocksville, N. C.

NEW FLOWERING QUINCE HOLLANDIA
A recent introduction from Holland with scarlet-red flowers, 1 1/2-in. across. Strong grower. Bushy plants, grown from cuttings, 18 to 24 ins. tall, \$1.20 each, \$100.00 per 100.
HOLLANDIA GARDENS
10725 39th Ave. N. E. Seattle 55, Wash.

FLOWERING SHRUBS
It's new. It's better. Sell quantity.
We offer heavy, well-grown Weigela vaniceki, in 2 to 3-ft. size, bare-root, \$48.00 per 100; B&B, \$89.00 per 100.

SHADE & SUN NURSERY
Route 52 Stormville, N. Y.

FLOWERING CRABS
Up to 4-in. caliper.
Quotations and varieties on request.
SIMMONS NURSERY & LANDSCAPE, INC.
2260 Eastgate Rd. Toledo 14, O.
Phone TW 3-3333

Rare sellout of 500 Blue, White and Black Spruce, Balsams, Douglas Fir, Redbuds, Mimosa, Larch, 3 to 10 ft. quantities. You dig; time allowed. Write.
I. M. Gardens, 530 Park Ave., Huntington, N. Y.

Phellodendron amurense, new, hardy, rapid-growing, spreading shade tree. Deeply furrowed bark. Sheds leaves all at once. 6 to 7 ft., \$3.00; you dig, \$2.50.
Harry J. Baker, Crawfordsville, Ind.

Finest quality stock: Flowering Cherry, Plum, Crab, Shade, Faassen's Black and Norway Maples, White Birch and others. Rosebushes, non-patented. Reasonable. Write. Canby Nursery, R. 3, Box 337, Canby, Ore.

STRELITZIAS
BIRD-OF-PARADISE
(Strelitzia reginae)
Buy direct from grower. We specialize in Strelitzia reginae. Not divisions. All our plants are grown from seed.

12 to 16 ins. in height.
60c each. Minimum order 50 plants.
Blossoming size plants.
\$2.50 each. Minimum order 12 plants.
With spike or flower, while they last.
\$3.00 each. Minimum order 12 plants.
Blossoming size plants require a minimum 12-in. planter.
Send cash or check with order.

ALL PLANTS SHIPPED BARE-ROOT, F.O.B.
DOIGE'S NURSERY
2822 Washington Blvd. Venice, Calif.

TAXUS

HEAVY TAXUS LINERS
Taxus Adams columnaris, 2-yr., tr.
Taxus browni, 3-yr., tr.; 4-yr., TT
Taxus capitata, 2-yr. and 3-yr. seedlings.
3-yr. and 4-yr. tr.
Taxus densiformis, 3-yr., tr.; 4-yr., TT
Taxus Halloran, 3-yr., tr.; 4-yr., TT
Taxus hatfieldi, 3-yr., tr.
Taxus henryi, 3-yr., tr.; 4-yr., TT
Taxus hicksi, 3-yr., tr.; 4-yr., TT
Taxus hunnewelliana, 3-yr., tr.
Taxus Moons columnaris, 3-yr., tr.; 4-yr., TT
Taxus Sebian intermedia (very hardy), 3-yr., tr.
Taxus sieboldi, 4-yr., TT
Taxus thayerae, 3-yr., tr.; 4-yr., TT
Taxus wardi, 3-yr., tr.; 4-yr., TT
Sample sent upon receipt of postage.
VERKADE'S NURSERY, INC.
New London, Conn.

TAXUS HICKSI
6 to 8 ins., from open beds.
Greenhouse propagated.
January 1, 1959, X, \$180.00 per 1000.
January 1, 1958, XX, \$250.00 per 1000.
12 to 18 ins., field liners, 4-yr., XX, \$400.00 per 1000.

ALSO FOR DECEMBER
Cutting wood, stems 10 to 15 ins., in lots of 5000, 2c each. NO SHIPPING.

Stock sold for cash pickup only.
Nursery open from 9 A. M. to 5 P. M.
DUNLAP'S NURSERY
Oakwood Manor Cromwell, Conn.
Phone Diamond 6-4972, 7 to 8 A. M. or after 7 P. M.

HEAVY TAXUS LINERS
Grown from cuttings, trimmed back, bushy.
3-yr., TTT

	Per 100
Taxus browni, 10 to 12 ins.	\$45.00
Taxus cuspidata, 10 to 12 ins.	35.00
Taxus capitata, 10 to 12 ins.	40.00
Taxus hicksi, 10 to 12 ins.	40.00
Taxus Vermodei, 10 to 12 ins.	40.00
Taxus andersoni, 10 to 12 ins.	40.00
The above varieties in 4-yr., TTT	55.00
The above varieties in 5-yr., TTT	65.00

STROHL'S NURSERY
5204 St. Joe Rd. Ft. Wayne, Ind.

TAXUS CAPITATA
(Upright Japanese Yew)
2-yr. selected sdgs. (seed sown lightly). Plants grown with plenty of room in beds., \$15.00 per 100, \$125.00 per 1000.
4-yr., T, \$45.00 per 100, \$400.00 per 1000.
6-yr., TT, \$90.00 per 100, \$750.00 per 1000.

WHERE QUALITY EXCELS.*No charge for packing.
C. HOOGENDOORN
408 Turner Rd. Newport, R. I.

TAXUS CUTTING WOOD
Amherst, Brown, Hicks, Ward.
True to name, large, husky,
\$20.00 per 1000.
MITISKA NURSERY
Amherst, O.

UNROOTED TAXUS CUTTINGS
Taxus, intermedia, wardi, hicksi, hatfieldi, cuspidata, browni, hunnewelliana, capitata, andersoni, densiformis and henryi.
\$15.00 per 1000.
THEODORE KLEIN NURSERIES
Crestwood, Ky.

TAXUS
Spreading, 18 to 24 ins.
Hicksi, 15 to 18 ins.
10,000 to choose from.
Reduced prices. Must clear leased land.
BRAINE & FOREMAN
U. S. Route 62 Sharon, Pa.

FINER LINERS, TOP QUALITY TAXUS
Rooted cuttings, 1, 2, 3, 4 and 5-yr. transplants, also 2 1/4 and 3-in. pots, 10 per cent off already low prices. List on request.
JOHN VERMEULEN & SON, INC.
P. O. Box 336A Neshanic Station, N. J.

VINES

HALL'S JAPANESE HONEYSUCKLE
Per 100 Per 1000

Division liners \$1.50 \$10.00
2-yr., field-grown, T. 5.00 40.00

VINCA MINOR (hardy Myrtle)
Division liners \$1.50 \$10.00

Clumps, 10 to 15 leads 5.00 40.00
Clumps, 15 to 20 leads 6.00 50.00

2 1/2-in. pots 10.00 90.00
LOWELL H. MCGEE NURSERIES
P. O. Box 341 McMinnville, Tenn.

Phone 3351

AMPELOPSIS VEITCHI (BOSTON IVY)
Per 100 Per 1000

2-yr., medium \$35.00 \$300.00
2-yr., No. 1 40.00 350.00

FRANK TOREKI & SON
274 Bowhall Rd. Painesville, O.

WANTED

WANTED
1500 Celastrus orbiculata (Oriental Bittersweet), 3-yr.

1 Acer rubrum, 1 1/4 to 2

6 Crataegus oxyacantha pauli (Scarlet Hawthorn), 8 to 10 ft.

10 Crataegus phaeonopyrum (Washington Hawthorn), 8 to 10 ft.

All bare-root.
CHARLES J. SANDERS
Monongahela, Pa.

WANTED

10,000 pyramidal Arborvitae, unrooted cuttings for December delivery.

JOHN ZELENKA EVERGREEN NURSERY
R. R. 2 Grand Haven, Mich.

Phone 842-1367

WANTED

1 to 15 ft. Blue Spruce (cut)

3 to 10 ft. Blue Spruce (cut)

4 to 8 ft. Blue Spruce (cut)

2 to 8 ft. Blue Spruce, B&B

Well-shaped and colored trees.

Delivery or pick up in November.

HOMESTEAD NURSERY
Millington, N. J.

Phone Millington 7-0665

WE WANT

5000 to 10,000 Yellow Delicious trees on E. M. IX root stock. Prefer 1-yr. whips. Send quotation at once.

VAN WELL NURSERY, INC.
Box 858 Wenatchee, Wash.

Wanted—1000 Hypericum calycinum, 2-yr. plants, preferably in qt. or gal. containers. Symmes Nursery, Inc., 3173 Roswell Rd., N. E., Atlanta 5, Ga.

SUPPLIES

BURLAP

ROOT-PROOF BURLAP SQUARES
All sizes. Prices are attractive and low. Will mail samples upon request, together with prices.

BELMONT BURLAP BAG CO.
2719 N. Edgemont St. Philadelphia 34, Pa.

HOLLAND BURLAP SQUARES
2 grades Super and Plus, sizes 16 to 40 ins.

HALF MOON CO., Box 27-B, Plainfield, N. J.

CANE STAKES

BAMBOO CANE STAKES
For greenhouse and nursery purposes.
All types and sizes.

Write for prices and quantity discounts.
ALEC HENDERSON, INC.
1313 W. Randolph St. Chicago 7, Ill.

REDUCE YOUR FREIGHT BILLS ON JAPANESE BAMBOO STAKES
We ship freshly imported stock from:
New York, Chicago, Detroit, New Orleans
Portland, Ore., San Francisco and
Los Angeles.

DYED GREEN FLANT STAKES
Hand selected, dyed a rich forest green.
Uniform lead pencil thickness.

Size	Per bale	Price
1 1/2 ft.	2000	\$ 6.00
2 ft.	2000	8.00
2 1/2 ft.	2000	10.00
3 ft.	2000	13.00
4 ft.	2000	18.00
5 ft.	2000	27.00
6 ft.	2000	38.00

SPLIT BAMBOO STAKES

(F.O.B. New York only.)

Size	Per bale	Price
12-in.	2000	\$ 5.00
15-in.	2000	7.00
18-in.	2000	9.00
24-in.	2000	11.00

NBS IMPORTED NATURAL BAMBOO
Stakes selected especially as plant supports. The best quality available.

Size	Diameter	Per bale	Price
3 ft. (1/2-in.)	1000		\$19.50
4 ft. (1/2-in.)	500		25.00
5 ft. (1/2-in.)	250		18.50
6 ft. (1/2-in.)	200		18.50
7 ft. (1/2-in.)	150		19.00
8 ft. (1/2-in.)	100		18.00

QUANTITY DISCOUNTS ON TOTAL ORDER

5 bales up, less 5 per cent.
10 bales up, less 10 per cent.
25 bales up, less 15 per cent.

Our generous quantity discounts apply to total orders for all types of stakes.

Sold in bale lots only.

Special prices for direct import of 25 bales or more to all Atlantic, Gulf and Pacific Coast ports.

McHUTCHISON & CO.
695-N Grand Ave. Ridgefield, N. J.

DELIVERED PRICES

NATURAL BAMBOO STAKES

DIRECT FROM THE PRODUCER

Now in our 20th yr. supplying millions of stakes to leading growers throughout the United States and Canada.

Specifications represent approximate average diameter at bottom end.

DELIVERED PRICES PER 100 STAKES

(See below)

Length	% to 1/2-in.	% to 3/4-in.	% to 1	% to 1 1/4
4 ft.	\$3.90	\$5.00	\$5.50	\$6.00
5 ft.	4.90	5.90	6.80	7.90
6 ft.	5.90	7.30	8.50	10.30
7 ft.	9.00	10.30	11.60	
8 ft.	10.80	12.00	13.90	
10 ft.	16.00	17.50		
12 ft.	18.80	19.90		

Above prices include delivery in the continental United States east of the Rockies.

Cash orders will be shipped prepaid. Full freight allowed to established accounts.

Freight allowance applies to orders for a minimum total of \$20.00. Less quantity, less 15 per cent. F.O.B. here.

A. C. PATTERSON, FRISCO, LA.
Formerly of Centertown, Ky.

OUTDOOR BAMBOO STAKES

All sizes for immediate delivery.

Ask for our Nursery Supply List.

HALF MOON CO., Box 27A, Plainfield, N. J.

Surplus Stock

can be easily and quickly turned into Cash

by listing it in the

American Nurseryman Classified Ads.

CHRISTMAS TREES

ORDER LIVE CHRISTMAS TREES NOW

WHILE SUPPLY IS LARGE

Norway Spruce 30 up 100 up

2 1/2 to 3 ft. \$2.50 \$2.25

3 to 4 ft. 3.75 3.50

4 to 5 ft. 4.75

Also Red and Scotch Pines at the same price.

TAXUS (VEWALS)

ONE OF OUR SPECIALTIES

We have a quantity of high-quality Taxus, in small to medium sizes. These must be seen to be appreciated.

R. BRUMOND SMITH NURSERY, INC.

R. R. 2, Box 11, Muncie, Ind.

Phone Atlas 2-5144

LIVING CHRISTMAS TREES

Pruned yearly. Excellent color. Heavy, well-dug, B&B or potted in wooden containers.

Scotch Pine, 2 to 3 ft. \$2.25

Colorado Blue Spruce, 2 1/2 to 3 ft. 3.50

Colorado Blue Spruce, 3 to 4 ft. 4.50

Norway and White Spruce, 3 to 4 ft. 2.85

Norway and White Spruce, 4 to 5 ft. 3.75

Norway and White Spruce, 5 to 6 ft. 5.90

Norway Spruce, B&B only, 6 to 7 ft. 6.50

Norway Spruce, B&B only, 7 to 8 ft. 8.50

W. V. GRIFFIN NURSERIES

8 Elizabeth Ave. East Brunswick, N. J.

N. J. Turnpike exit 9, Phone CL 7-2484

NORWAY SPRUCE

Well-sheared, full, heavy trees. Good color.

Each, 5-30 30-100

2 to 3 ft. \$2.25 \$2.10

3 to 4 ft. 3.00 2.75

4 to 5 ft. 4.00 3.75

5 to 6 ft. 5.25 5.00

Row-run and you dig your own, \$1.75 to \$3.00 each.

We have a large quantity.

We invite your inspection.

PAUL'S NURSERY

R. F. D. 3 Shelby, O.

Phone Shelby 3-2161

PREMIUM CHRISTMAS TREES

15,000 sheared Scotch Pine, 4 to 9 ft.; dark green color. These trees will command top retail prices. Located 90 miles east of Pittsburgh on Route 322 between Clearfield and Phillipsburg, Pa. Let us quote on your requirements. We invite early inspection.

AVERY TREE NURSERIES

Box 232 Phillipsburg, Pa.

Phone Poplar 5-4362 (Clearfield) after 7 PM.

SCOTCH PINES, 5 TO 8-FT. SIZE

Strictly graded to U. S. standards. Don't buy a pig-in-a-poke! Inspect our trees yourself, or have trees inspected by USDA inspectors before shipment. Truckloads at reasonable prices. Also roping, wreaths, cones, etc., complete line.

WINTER WONDERLAND FORESTS

Hulkonen Bros. Kaleva, Mich.

Phone Forest 2-4351

5000 CHRISTMAS TREES

5 to 8-ft. Scotch Pine, sheared.

Premium and select grades.

Location: On U.S. 20, 1 mi. west of Rolling Prairie, Ind.

YOUNG'S EVERGREEN NURSERY

R.R. 3, Box 308 LaPorte, Ind.

CHRISTMAS TREES

3000 Blue Spruce, 6 to 9 ft.

4000 Douglas Fir, 5 to 8 ft.

7 mi. from Morgantown Interchange, Pa.

Turnpike, U. S. 122 North. Phone JU 2-5923.

GIBALTAR LEWIS NURSERIES

R.D. 1 Birdsboro, Pa.

Christmas trees, wholesale. 15,000 top quality, sheared trees, sizes 4 to 9 ft. Scotch and Austrian Pines, Norway, White and Colorado Spruce. Reasonable prices.

Riverview Nursery, Box 47, Lewisburg, Pa.

SHEARED SPRUCE

Norway, White, Black Hills.

3 to 5 ft. B&B row-run, \$3.00.

DUGAN NURSERIES, INC.

Center St. Perry, O.

Check Your Stock Now!

If you have a surplus

sell it through the

American Nurseryman Classified Ads.

FLATS

WHITE CEDAR FLATS

Order by No. Size Price per Wt. per

No. 1, 14x20 2 1/4-in. \$27.75 320

No. 2, 14x20x3 1/4-in. 32.00 400

No. 3, 12x16x2 1/4-in. 21.00 260

No. 4, 12x16x3 1/4-in. 24.75 275

No. 5, 14x16x2 1/4-in. 23.75 275

No. 6, 14x16x3 1/4-in. 28.00 290

No. 7, 15x22x2 1/4-in. 31.50 380

No. 8, 15x22x3 1/4-in. 35.75 425

No. 9, 11 1/4x22 1/2x3 1/4-in. 25.75 320

No. 10, 11 1/4x22 1/2x3 1/4-in. 29.50 400

No. 11, 14x16x5-in. 32.75 450

No. 12, 5x11x5-in. 16.75 160

No. 13, 5x16x5-in. 19.00 215

Plant boxes, 5x8 1/2x2 1/4-in. 5.50 45

Skeleton flats to carry TEKPAKS and similar growing containers. (Write us for price list.)

All other sizes quoted on request.

Bottoms and sides are 3/4-in. thick and ends are 3/4-in. thick. Plant boxes are made of thinner lumber. Your name and address printed, up to 3 lines in black ink, on one or both end pieces at the following rates:

\$1.00 setup charge, plus 25¢ per end piece.

Shipped K.D. in units of 25. F.O.B. Cook.

All shipments by truck, unless otherwise specified.

QUANTITY DISCOUNTS

Order totaling \$100.00 to \$200.00, 5 per cent; \$200.00 to \$400.00, 6 per cent; \$400.00 to \$600.00, 7 per cent; \$600.00 to \$800.00, 8 per cent; \$800.00 to \$1000.00, 9 per cent; \$1000.00 and over, 10 per cent.

TERMS: 2 per cent, check with order; 1 per cent 30 days, net 60.

H. C. HILL & SONS, INC.

Phone North 6-3348 Cook, Minn.

CYPRESS FLATS, K.D.

Finest stock obtainable. Guaranteed all clear heart. Size 20x15x3 ins. inside measure, \$38.00 per 100.

1x1-in. Cypress stakes, pointed.

50 pcs. to bundle, 4 ft., \$3.50 per bd.

50 pcs. to bundle, 5 ft., \$4.50 per bd.

50 pcs. to bundle, 6 ft., \$5.50 per bd.

Ship same day.

YOHO & HOOKER, YOUNGSTOWN, O.

CYPRESS FLATS

TOP GRADE FLATS THAT LAST

No. Size I.S.M. Per 100 Wt.

1, 14x20x2 1/4 ins. \$25.80 590

2, 14x20x3 1/4 ins. 30.00 680

3, 12x16x2 1/4 ins. 20.00 440

5, 14x16x2 1/4 ins. 22.50 510

7, 15x22x2 1/4 ins. 29.50 670

8, 15x22x3 1/4 ins. 33.80 780

9, 11 1/4x22 1/2x3 1/4 ins. 23.50 540

Any size to order. Bottoms and sides 3/4-in. thick; ends 3/4-in. All planed one side.

5 per cent discount on orders for 500 or more. Terms: Cash. Up to 3 lines printing, \$1.00 setup charge plus 1¢ per end piece.

Shipped K.D., units of 25. F.O.B. Williams- ton, N. C., truck.

H. C. HILL & SONS

P. O. Box 747 Williamston, N. C.

Phone Swift 2-4127

LABELS

DAHLIA OR TREE LABELS

Priced per carton

3 1/4x5 ins., notched, not wired, \$3.00 \$3.60

3 1/4x5 ins., wired (copper) 3.95 4.90

POT LABELS.

4x5 ins. (cartons 1000 each) 3.95 4.60

5x5 ins. (cartons 1000 each) 4.30 5.10

6x5 ins. (cartons 1000 each) 4.70 5.80

Priced per carton

8x5 ins. (cartons 500 each) \$3.50 \$4.30

10x5 ins. (cartons 500 each) 4.20 5.10

GARDEN STAKES

8x 1/2 ins. (cartons 250 each) 3.00 3.60

10x 1/2 ins. (cartons 250 each) 3.30 3.90

11x1 1/2 ins. (cartons 100 each) 2.00 2.40

Our labels are perfectly white and smooth on both sides and are pronounced by growers the best and most economical.

Catalog on request.

"We ship same day"

YOHO & HOOKER, YOUNGSTOWN 2, O.

FINEST BLANK OR PRINTED wood labels.

BENJ. CHASE CO., VI. Sta., DERRY, N. H.

LAWN PAINT

TRUGREEN WINTERLAWN

GRASS COLOR CONCENTRATE

Natural color.

Durability—lasts till spring.

Completely safe to existing lawn.

100-gal. lots, \$4.90 per gal.,

in 1-gal. cans.

\$4.85 per gal. in 5-gal. cans.

For further information, contact

SYMMES NURSERY, INC.

3173 Roswell Rd., N.E. Atlanta 5, Ga.

Phone CE 3-4868

MISCELLANEOUS

Winter Evergreen grave decorations and blankets. White Birch and rustic Cedar supplies. White Birch logs (fireplace), Cedar poles, posts, slabs and flats. Balsam, Spruce, Hemlock and White Pine branches in bales.

Prices upon request. Vermont Evergreen, Inc., R. 7, East Dorset, Vt.

Turn your Surplus Stock

into cash

with a Classified Ad in

the **American Nurseryman.**

PEAT MOSS

GERMAN PEAT MOSS

NEAT, NEW, ATTRACTIVE, MOISTURE-PROOF BALE, POLYETHYLENE INNER WRAP. Heavy paper outer wrap. 6 cu. ft. compressed German peat. Best of the unfertilized baled peat mosses. Available Dallas or Scottsville. Deliveries in truck lots (250-275 bales). In Austin, San Antonio, Waco, Dallas, Ft. Worth, Tyler, Shreveport and other places for less than Canadian brands. Call for truckload rates.

VERHALEN NURSERY CO.

Scottsville or Dallas, Tex.

Phone WE 5-6641 at Marshall or Chapel 7-7131.

PLASTIC FILM

NEW LOWER PRICES ON "GER-PAK" BRAND POLY FILM NATURAL AND BLACK POLY FILM			
Size	Sq. ft.	Less than 25,000	
.0015-IN. (1 1/2 mil.)	per roll	sq. ft. roll price	
3 ft. x 500 ft.	1500	\$ 5.00	
3 ft. x 1000 ft.	3000	12.10	
4 ft. x 1000 ft.	4000	16.15	
.002-IN. (2 mil.)	NATURAL CLEAR ONLY		
4 ft. 2 ins. x 200 ft. 833		\$ 4.50	
3 ft. 4 ins. x 200 ft.			
	1667	8.98	
	2400	12.90	
.004-IN. (4 mil.)	NATURAL CLEAR ONLY		
3 ft. x 100 ft.	300	3.23	
4 ft. x 100 ft.	400	4.31	
6 ft. x 100 ft.	600	6.46	
8 ft. x 100 ft.	800	8.61	
14 ft. x 100 ft.			
NO FOLDS	1400	15.07	

.004-IN. (4 mil.) NATURAL CLEAR OR BLACK			
10 ft. x 100 ft.	1000	\$10.76	
NO FOLDS			
12 ft. x 100 ft.	1250	13.46	
16 ft. x 100 ft.	1600	17.22	
20 ft. x 100 ft.	2000	21.53	
24 ft. x 100 ft.	2400	25.83	
28 ft. x 100 ft.	2800	30.14	
32 ft. x 100 ft.	3200	34.44	
40 ft. x 100 ft.	4000	43.05	
.006-IN. (6 mil.)	NATURAL CLEAR ONLY		
3 ft. x 100 ft.	300	\$ 4.84	
6 ft. x 100 ft.	600	9.69	
12 ft. 6 ins. x 100 ft.			
NO FOLDS	1250	20.19	
14 ft. x 100 ft.			
NO FOLDS	1400	22.61	

.006-IN. (6 mil.) NATURAL CLEAR OR BLACK			
10 ft. x 100 ft.	1000	\$16.15	
16 ft. x 100 ft.	1600	25.83	
20 ft. x 100 ft.	2000	32.30	
24 ft. x 100 ft.	2400	38.76	
28 ft. x 100 ft.	2800	45.21	
32 ft. x 100 ft.	3200	51.68	
40 ft. x 100 ft.	4000	64.60	
BIG 5 PER CENT CASH DISCOUNT			
check with order. Custom rolls of various			
sizes may be combined to obtain quantity			
prices. Priced F.O.B. DAYTON, LESS THAN			
25,000 SQ. FT. OVER 25,000 SQ. FT., FULL			
FREIGHT PREPAID			
*PACKED 4 ROLLS PER CARTON			
DAYTON NURSERY & GARDEN SALES			
P. O. Box 763 Dayton 1, O.			

Phone 223-8277

CALIFORNIA CONVENTION

[Continued from page 7]

eries, Pacific Palisades, and Mayflower Nurseries, Gardena. Sunset and Centinela chapters, with two winners each, received \$50, and Central chapter, \$25.

A major medical plan is now available for members. A surprise plaque was awarded to insurance committee chairman, David Cunningham, Newport Beach, for his 10 years of service and accomplishments with the committee.

The legislative committee was singled out by several speakers. Undoubtedly the association had its most productive legislative year, and in the words of Chairman David Stump, Armstrong Nurseries, Inc., "better than we could have hoped for in January." The obvious high spot was passage of legislative assembly bill No. 2719, which states that production of nursery stock is an agricultural activity. The AFL-CIO asked Governor Brown not to sign the bill, and it just did get his signature 12 hours before the deadline.

Labor committee chairman, Neil Moore, Jackson & Perkins Co. of California, Pleasanton, announced the availability of guidance through consulting services on la-

POLYETHYLENE FILM
LOWEST WHOLESALE PRICES!
.0015 mil., black, 3 ft. x 1000 ft. ...\$11.25
.002 mil., clear, 8 ft. 4 ins. x 200 ft. ... 8.33
.004 mil., 10 ft. x 100 ft. 10.00
.006 mil., 10 ft. x 100 ft. 15.00
All other standard sizes, in clear or black, proportionately priced. Freight prepaid on orders of \$50.00 or over.

WHY PAY MORE?
Write for our complete wholesale price list.
SUPER-PLASTICS
1421 W. Chicago Ave., Chicago 22, Ill.
Phone Monroe 6-9263

POLYFILM, Clear, Black, Rolls, Sheets.
Save on small and large lots. Write
HALF MOON CO., Box 37A, Plainfield, N. J.

PLASTIC POTS

NEW LOW PRICES ON WILSON
HIGH IMPACT PLASTIC POTS
PRICES PER 1000 POTS

Round pots	Dimensions, ins.	Ctns.	Carton No. Wt.
Size	Dia. Depth	1 to 9	
R-200	2 2 1 1/2	10.75	1000 13
R-225	2 1/2 2 1/2	11.75	1200 20
R-250	2 1/2 2 1/2	12.75	1000 20
R-300	3 3 2 1/2	16.75	1000 26
R-400	4 4 4	31.00	500 32
R-500	5 5 5	63.00	300 38
R-600	6 6 6	105.00	120 28
R-700	7 7 6 1/2	167.00	72 27

Round tubs	Dimensions, ins.	Ctns.	Carton No. Wt.
Size	Dia. Depth	1 to 9	
RT-350	3 1/2 3 1/2 2 1/2	\$ 25.25	1000 38
RT-400	4 4 2 1/2	30.00	500 26
RT-500	5 5 3 1/2	50.00	324 34
RT-600	6 6 4 1/2	90.00	120 20

Square pots	Dimensions, ins.	Ctns.	Carton No. Wt.
Size	Dia. Depth	1 to 9	
S-225	2 1/2 2 1/2 2 1/2	\$ 11.25	1000 18
S-250	2 1/2 2 1/2 2 1/2	14.75	1000 22
S-300	3 3 2 1/2 2 1/2	18.25	1000 34
S-400	4 4 3 1/2 3 1/2	31.25	500 32
SRP-250	2 1/2 2 1/2 3 1/2	21.00	1000 32

(Rose Pots)
Gallon can
No. 10 Planta Can
Bantam Flats (inside dimensions)
BF-90 (7 1/2 x 5 1/2 x 2 1/2 deep) \$67.00 96 15
BF-123 (8 1/2 x 2 1/2 x 2 1/2 deep) 74.00 96 18
Also available in decorator colors. Write for quote on colors. Send fifty cents (50c) for complete set of samples postpaid.
DAYTON NURSERY & GARDEN SALES
P. O. Box 763 Dayton 1, O.
Phone Baldwin 3-8277

PRINTING

Letterheads, 8 1/2 x 11 ins.; envelopes, No. 10, 250 of each, \$7.50, postpaid in U.S.A.
H. Grebe, 306 Union St., Royersford, Pa.

SHINGLE TOW

CEDAR TOW
CLEAN, FRESH CUT MATERIAL, FOR PACKING NURSERY STOCK. PROMPT SHIPMENTS. YEAR-ROUND SUPPLY. 75c per bale, 17x20x34 ins. 125 lb. guaranteed shipping weight.
HUNTINGTON SHINGLE CO., INC.
P. O. Box 109 Springfield, Ore.

SPHAGNUM MOSS

No. 1 Sphagnum Moss, large burlap bales, also wire bales. Long fibered, clean, firmly packed. Write for prices.
Joseph Jamros, Star Route, Pittsboro, N.C.
Fresh, clean sphagnum moss, write, or phone City Point 133 for our low prices on wire-bound bales in truckloads or carlots.
Tony Jaromin, City Point, Va.

Check Your Stock NOW!

If you have a surplus
sell it through the
American Nurseryman Classified Ads.

STAKES

CYPRESS PLANT STAKES

50 pieces to bundle.
1x1-in.—3 ft., pointed.....\$3.00 per bundle
1x1-in.—4 ft., pointed..... 3.50 per bundle
1x1-in.—5 ft., pointed..... 4.50 per bundle
1x1-in.—6 ft., pointed..... 5.50 per bundle
1x1-in.—7 ft., pointed..... 7.00 per bundle
These stakes are made of cypress and redwood; are good, strong stakes and will give long service. "A little better than seems necessary."

WE SHIP SAME DAY!

YCHO & HOOKER

Youngstown, O.

STAKES, GALVANIZED HARD STEEL

GALVANIZED tree-guying WIRE.

HOSE for guy-wire FADDING.

Prices and samples on request.

SCHUPP SUPPLY CO., WILMETTE, ILL.

Plant Stakes, see large ad under Cane

Stakes. McHutchison & Co., Ridgefield, N. J.

NURSERIES SOLD AT AUCTION!

Get top dollar—immediate cash—choose the nation's most qualified nursery liquidators. Get the highly specialized services of: J. W. Dickerson and Associates

- Sales planned and conducted for any size or type of operation (wholesale, retail, etc.)
- 30 years' experience selling nursery real estate, stock, and assets at auction NATIONALLY
- Auctioneers are 4-year horticultural graduates
- Exclusive prospect mailing list
- Bank and satisfied customer references
- Reasonable rates

write — wire — phone today to:



J. W. DICKERSON and ASSOCIATES

P. O. BOX 133, TROY, OHIO
PHONE 332-6793 or 332-7094

PRINTING FOR NURSEYMAN

Better Quality—Lower Prices

Prompt Service

Moisture-resistant labels, plain or printed, single or sheets for typewriter use. Wide variety, lowest prices.
Shipping tags, color broadsides, catalogs, price lists, order blanks, order books, stock records, gummed labels, blotters, salesbooks, distinctive stationery.

Letterpress and offset printing. Write for free samples and prices.

THE TINGLE PRINTING CO.

SINCE 1907

PITTSVILLE, MD.

For Front-End Loaders

CLAVEY TREE AND SHRUB DIGGER

See Your International
Tractor Dealer or Write:

ELMER CLAVEY, INC.

Rt. 1, Box 220-4

Mundelein, Ill.

The temperature

watchdog

STANDARD'S

G. H. 5

GREENHOUSE

TEMPERATURE ALARM

Battery-operated maximum-minimum type with lock. Made of nonferrous metal, insulated wiring, platinum contacts, unbreakable crystal, chrome-plated case. Scale 20 to 100 degrees F. \$22.50. Write for details. Dept. A110.

STANDARD

THERMOMETER, INC.

BOSTON 25, MASS.



ULLMAN CLEAT

Strong, reliable, protects flowers from damage in transit, satisfies customers and insures better prices. The Ullman cleat grips sides of box, holds stems to bottom. Send for prices.

THE ULLMAN CO.

Florence, Mass.

BOOKS — FOLDERS — HANGERS for Nurserymen



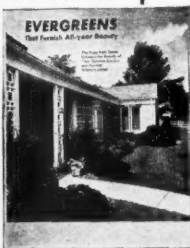
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Quantity
Discounts
and
Price List

4 Popular Folders

Each folder 10 3/4 x 35 in.,
open, printed in full color.

1. SHRUBS,
2. EVERGREENS,
3. SHADE TREES,
4. ROSES

Each **25¢**



CORRECT PLANTING Methods

32-page pocket size book containing
very complete information for all kinds
of plants, well illustrated, helpful in
preventing claims for dead stock.

Sample
copy
10c

4 Wall Hangers

Each 25 x 38 in.,
printed in full color.
Metal binding top
and bottom, very
substantial.

1. SHRUBS,
2. EVERGREENS,
3. SHADE TREES,
4. ROSES

\$3.00
Each



Cash with Order, Please.

A. B. MORSE CO. Horticultural Printers St. Joseph, Mich.

bor problems and the establish-
ment of an emergency fund.

Scholarship and Education

The scholarship and education
committee continued its rapid
strides under Chairman Docia
Prickett, Prickett's Nursery, and
announced some firsts, too. In an
effort to get trained workers into
the industry, a program awards five
scholarships to junior colleges and
four to 4-year colleges. In addition
to the monetary awards, the stu-
dents are honored by presentations
at chapter meetings and publicity.
Through chapter subcommittees,
contacts are being made in schools
at all levels throughout the state to
acquaint students with and to sell
the nursery industry.

Now under consideration for em-
ployees with no training is a 6-week
concentrated course in July, when
it could be handled at Cal Poly,
San Luis Obispo. The course
would be general in nature, teach-
ing basic plant knowledge, sales,
work habits, etc. Basically, the aim
is to teach workers how to make
more money for the nursery indus-
try. Cost would be \$125 tuition,
plus room and board at \$5.50 (\$6.50
for a single room) per day.

The membership committee, un-

USE BARTLETT PRODUCTS



Universally used because
of superior quality.



BARTLETT MFG. CO.
3058 E GRAND BLVD.
DETROIT, MICH.

Now standard equipment
with most users.
Made for 49 years



"WE"
Combination
pruner and saw
with extra
sections
4, 6 or 8 ft. long

Tree paint can
with adjustable
brush and leather
case with belt
loop on back.

TOOL of 99 USES

For Nurserymen, Florists, Fruit
Growers, Poultrymen, Ranchers.

Ideal for builders, dries concrete, thaws,
melts tar, irrigates, destroys tree stumps,
disinfects, splits giant rocks, incinerates.
Weighs 20 lbs. Burns kerosene, easy to
use. Write for FREE descriptive literature.

SINE, AN-2, QUAKERTOWN, PA.

"MISTER 100"

MIST PROPAGATION NOZZLE—finest
ever developed — wide coverage — flat
plane of mist. Spaced 3 ft. apart —
drilled and tapped holes — 3/4-in., 1-in.
or larger pipe. Sample postpaid \$1.00.
Satisfaction guaranteed. Send for your
sample today.

WHITESHOWERS, INC.

17514 Woodward Ave. Detroit 3, Mich.

WANTED and FOR SALE ADS

Help and Situation Wanted and For Sale Advertisements

Display: \$4.50 per inch, each insertion.

Lines: 40¢ line; minimum order \$4.00.

HELP WANTED

SUPERVISING LANDSCAPE FOREMAN

For Delaware nursery specializing in high-quality landscape work, mostly carriage trade. An unusual opportunity in a young growing business in a high income community. Applicant must take responsibility for execution of all landscape work (including hiring and firing connected with running 4 crews and maintenance of 4 trucks and other related equipment); also prepare bids for some project work. Designing by others. Applicant must be interested in permanent association and must have horticultural background in commercial landscape field including: Good knowledge of ornamental plants, ability to move large trees and experience with execution of bid projects. Attractive salary, paid vacation, A.A.N. insurance and home in rural setting. Apply Box 2708, Wilmington 5, Del.

HELP WANTED

PROPAGATOR

Propagator experienced in production of coniferous and broad-leaved evergreens by grafts, greenhouse cuttings, outdoor cuttings, mist propagation and budding and grafting of ornamental trees. Large midsouthern wholesale grower. Expect 2,000,000 or more liners per year. House, insurance and good salary to right man. Only permanent employee wanted. Contact Box 866, care of American Nurseryman.

SITUATION WANTED

B.S. degree in landscape architecture; 15 years' experience in designing and all phases of landscape construction. Can furnish some drawings and photographs of work already completed; work involved large and small projects. Presently operating own small nursery. Seeking more opportunity in a larger, more productive situation.

Reply to Box 888, care of American Nurseryman.

HELP WANTED

Supervisor, \$7000 salary, 40 years or older. Over 3 landscape crews and 5 acres (increasing) of nursery stock. Landscape and garden center—rural community, pleasant surroundings. Eastern Pennsylvania. Write, giving background and references, to Box 889, care of American Nurseryman.

HELP WANTED

Salesman to call on florists and nurserymen. Extensive traveling required. \$100 per week while in training. Write:

GROWERS SIGN SERVICE
P. O. Box 312 Tallmadge, Ohio

HELP WANTED

LANDSCAPE ENGINEER

For estimating and supervision in New York and New Jersey area. Write Box 885, care of American Nurseryman.

FOR SALE

FLORIDA BARGAIN — PLAY WHILE WORKING YEAR ROUND IN BEAUTIFUL TROPICAL GARDEN

A going nursery business in fast-growing community. Owner retiring. Low total price includes fixtures, stock, equipment, livable house and five valuable lots (approximately one acre). Also space on premises, and need in community, for florists' shop. An unusual bargain, \$25,000. Terms. Write Box 893, care of American Nurseryman.

FOR SALE

2½-acre established nursery on busy highway, near 7 towns and numerous subdivisions. Perfect for go-getter. Close to shopping, churches, schools and transportation. Suburb of Chicago. Excellent business. Fine stock. Approximately 3500 evergreens, shrubs and ornamental shade trees. Garden tools. Beautifully landscaped home, garage and storage shed. Good outlet for wholesaler. Owner retiring. Reply: Box 892, care of American Nurseryman.

FOR SALE

Nursery and landscape service, established for over 30 years. Year-round business—fast-growing community of 13,000, expanding by over 200 homes a year, in large trade area. Includes landscaping equipment and stock. Complete tree surgeon's and sodding equipment and sod field.

WILKE LANDSCAPE & TREE SERVICE
Rt. 3 Columbus, Neb.

FOR SALE

Used complete greenhouses. Used greenhouse materials, glass, pipe, valves, etc. Greenhouses bought for wrecking.

SEABOARD GENERAL SUPPLY CO.
Elizabeth 4-9041 Waverly 6-0404
1080 Magnolia Ave. Elizabeth, N. J.

FOR RENT

Three 30x350-ft. greenhouses. Located in northeastern Ohio. Utilities and heat furnished; also supervision if desired. Write:

NURSERY SEED & SUPPLY
Box 491 Ashtabula, O.

FOR RENT

Garden center and nursery, in central Kentucky. 4 acres of land, 100-ft. greenhouse, lath house and garden shop. Low rent with easy terms on equipment, greenhouse plants, nursery stock and garden supplies. Good living for man and wife. Write Box 891, care of American Nurseryman.

SITUATION WANTED

Young, experienced landscape designer-salesman, desires employment in the east, Chesapeake Bay or Atlanta area. College educated, a go-getter; have new, very profitable landscape ideas. Also experienced in nursery management. Write box 882, care of American Nurseryman.

SITUATION WANTED

Landscape designer—foreman with following in Nassau County, N. Y. 9 years' experience. Horticulture graduate, forestry and engineering training. Married, veteran with heavy selling experience. Desires responsible position with future. Write Box 890, care of American Nurseryman.

der John Coulter, Coulter's Nursery, San Carlos, inaugurated the allied industries classification. A bylaws change concerning membership was voted down by the convention. In effect, the assembly tabled consideration of membership for chain organizations in the C. A. N. The proposed amendment would have permitted one membership, regardless of number of stores in the chain.

The membership committee was applauded for the addition of chapter No. 17, North San Diego. Sponsored by the San Diego chapter, the new group was represented at the convention by Walter Piercy, Carlsbad. The addition of several additional chapters looms in the foreseeable future.

Herbert Fowler, Fowler Nurseries, Inc., Newcastle, discussed the new and continuing activities of the research committee. More arresting than any first was Mr. Fowler's comment that research results in savings of \$13 billion annually in the production of food and fiber—twice as much as has been spent on research in 100 years.

The "Plant California" committee chairman, James Perry, Perry's Plants, Montebello, announced that the name of the group carrying on this state-wide program, which includes many industries, has adopted the name, "California Beautiful" co-ordinating committee. There are currently 100 communities carrying on beautification programs.

The state chamber of commerce has offered staff, office space, and other facilities. The group has pointed an accusing finger at nurserymen regarding ability to supply plant materials. It is up to nurserymen to show at the October Los Angeles meeting that they can supply plants and indicate prices.

Market Development

The market development and publicity program has been foremost in attention of the association

FOR SALE

Nursery near Atlantic City, N. J. Owner retiring after 32 years. Largest, most diversified growing stock in South Jersey. Fully equipped greenhouses, trucks, etc., and modern residence. Proven money-maker. Details on request.

ALBERT M. GREENFIELD & CO., INC.
1616 Pacific Ave. Atlantic City, N. J.

FOR SALE

COME TO OREGON

11 suburban acres, spring-fed pond, registered deep well, 2-bedroom house, machine shed, two 30x150-ft. steel-framed greenhouses, oil heated. Cash, \$16,000. Terms, \$18,500. Contact: Owner, 6222 Sunnyview, N.E. Salem, Ore. (Phone: EM 4-8742)

Modern FULL COLOR Lithography...

will add NEW LIFE and SALES to your CATALOGS!!

Sweeney, Krist and Dimm, America's largest horticultural lithographers, has a library in excess of 10,000 available color illustrations. A competent staff to aid you with production of your direct-mail catalogs and folders or point-of-sale material. Full facilities for layout, design, photography, artwork, copyrighting through a complete mailing service.

If you use a color catalog or folder, send it to us with detailed specifications for new issues. You will receive a proposal for increased sales through literature lithographed in beautiful full color.

WRITE TODAY TO AMERICA'S MOST MODERN HORTICULTURAL PRINTERS

Sweeney, Krist and Dimm

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Portland 9, Oregon
CApitol 6-6881

during the past two years, with the 40 per cent of dues assessment voted at the Long Beach convention in 1959 putting the program into high gear. Several of the projects initiated at that time have been completed this year.

The high point for Chairman Jack Schneider, Orchard Nursery, Lafayette, in his report was introduction of the merchandising film, "A New Broom Sweeps Green." The color film was enthusiastically received by the nurserymen who could see the truths of the film after their laughter over the antics of Stan Pat had subsided. The film depicts a nurseryman operating today as he did 20 years ago and steadily losing business. It shows the outmoded Stan Pat operations and compares them with the procedures of the new, modern nursery across the street. Gradually Stan gets the idea, and the film covers the transition of Stan Pat into a progressive operator. The film cost \$5,000 and featured member nurseries and nurserymen of the C. A. N.

The promotional budget for the coming year is \$20,000, which is the amount from the 40 per cent of dues assessment. Other new areas for the association being developed



Garden Shop BIG Hand Truck handles a 40-in., 1500-lb. ball, gets into places inaccessible to heavy equipment. Fewer men get the job done without damage to established lawns.

This sturdy, good-looking modern equipment is tried and tested. You can do more work, faster, with less cost and less plant damage and less strain on your men. Write for free illustrated folder giving details and prices.

THE GARDEN SHOP, INC.

P. O. Box 51, Overland Park, Kan.

Phone: Kansas City, Nlagara 2-4838

NURSERY HAND TRUCKS

Save Money for You

Built by a nursery to handle B&B material, Garden Shop Hand Trucks let you handle heavy jobs easier, quicker with fewer men. Hundreds in use. Three sizes, capacities up to 1500 lbs.

HOLIDAY ROPING AND WREATH MACHINE

HOUSE OF EVERGREENS

444 Marion St. Pontiac, Mich.

FEderal 2-4359

JIFFY-POTS • MARKET-PAKS

... the best in modern plant containers.

JIFFY-POT CO. OF AMERICA

West Chicago, Ill.

NEW WHALEHIDE POTS



Exclusive vegetable fibre material with nitrogen added

**Durable Above Ground
Disintegrate Below Ground
Best Pot Prices on the Market**

Exclusive insulation qualities. Winter and summer root protection. Bottom vented for drainage. Cuts transplanting costs. Helps assure maximum survival. Ideal for modern merchandising. Cheapest way to sell plants in bloom. Customer planting is easier, safer. Available in a wide range of sizes, nested. No asphalt. No metal. Won't stick, won't become soggy. Bottoms won't fall out. Made in England. Used around the world.

TWO TYPES	Sizes	Life Above Ground
Propagating Pots (Black)	1 3/4"-6 1/4"	3-4 mos.
Grow Pots (Red)	3"-12"	9-15 mos.

Both types disintegrate rapidly below ground

**DISTRIBUTED EAST OF MISSISSIPPI
BY**

FAFARD

**CONRAD FAFARD, INC.
P.O. BOX 774
SPRINGFIELD, MASS.**

- ☐ Please send prices.
☐ I enclose \$2.00 for a sample set of Whalehide pots.

NAME _____

ADDRESS _____

with the Pettler Advertising Agency, Orinda, are a plant-of-the-week kit, over 200 plant identification cards, free mat services and paid advertising in Sunset magazine. The first one-third page appeared in the October issue. Reprints were sent to all nurseries. The seal shown on the shirt of the pictured nurserymen will soon be available. A sample radio transcription was played. Plans are under way for a "Plant-of-the-Week" contest, whereby a plant will be described over the radio; any listener who calls in and identifies the plant will be told to pick it up at a given local nursery.

Secretary's Report

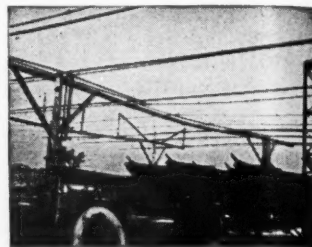
Elmer Merz, executive secretary of the C. A. N., agreed that 1961 was undoubtedly the most active and successful year of the association. He also conceded that not all individuals agreed with all the steps taken by the majority, and he admitted that some mistakes had been made. But at least, action is being taken and decisions are being made. The more decisions made, the more experience the group gains, and thus more chance of making the correct decisions develops. He called for individual participation to give the group vigor. Mr. Merz pointed out that, while the association had been active in the past year and would do whatever it could to move the industry forward, it would not do what can be done by the individual.

Turning to the convention theme of "Outlook for the Sixties," Mr. Merz noted that, while many nurserymen are enjoying volume prosperity, it is not profit prosperity. The nurseryman should not overlook what is right with himself, while concentrating on his competitors and what is wrong. Certainly, there is a challenge today, but without challenge there is no growth, he declared.

Nurseryman Benefits

The nurseryman has some benefits others do not enjoy. He does not face product obsolescence overnight, as many manufacturers do. The nurseryman is making just as vital a contribution now in the era of mass merchandising as before. Therefore, the advertising in Sunset magazine is built around the theme of experience and knowledge. Mr. Merz concluded by quoting from an editorial in the September 1 issue of the American Nurseryman, which pointed out that the strength of an industry lies in the vigor and co-operation of its

FOG HAS A PRACTICAL USE IN ALL TYPES OF NURSERY OPERATIONS



GROWERS: Harden off tender, fresh-dug stock the natural way. No shading necessary. See photo above.

PROPAGATORS: Outdoor fogging is still the most economical propagation method.

GREENHOUSE humidification, for cooling and positive moisture content.

See our advertisement in alternate issues for details of equipment and write for free layouts and information.

Mist-O-Gation, Inc.

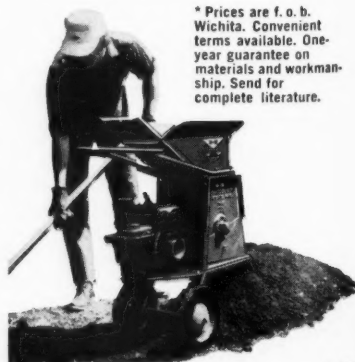
Dept. A

Middletown, Del.

see what this
W-W SHREDDER GRINDER
does for only **\$129.95***

Here's America's most famous Shredder-Grinder—only \$129.95* with choice of gas or electric power—or only \$96.00* less power. Has exclusive W-W interchangeable shredding bars and grinding screen for complete processing versatility. Handles trimmings, leaves, phosphate rocks, peat moss, osmunda, hard manure. Makes potting or bench soil. Quality built for years of service. Larger models available.

* Prices are f. o. b. Wichita. Convenient terms available. One-year guarantee on materials and workmanship. Send for complete literature.



C-161

W-W GRINDER CORP.
2957-F N. Market, Wichita 19, Kansas

members. Mr. Merz stated the trade association offers the best opportunity.

A. A. N. Election

At the American Association of Nurserymen breakfast, the following officers of the California chapter were announced: Jack Schneider, president; Harold Prickett, vice-president, and John A. Armstrong, Jr., secretary-treasurer. Directors are James Perry; Jack Schneider; Harold Prickett; F. C. Tomlinson, Select Nurseries, Brea, and Herman Sandkuhle, Sunset Nursery, Oakland and Danville.

Alternates are Clyde Stocking, Stocking Rose Nursery; John A. Armstrong, Jr.; Robert Boddy, Descanso Nurseries, Chino; John Edwards, John E. Edwards Nursery, Palo Alto, and John Hahn, Ruehl-Wheeler Nursery, San Jose.

Willis Stribling, Stribling's Nurseries, Inc., Merced, reported on the A. A. N. convention at Washington, D. C., and Jack Schneider discussed the garden center committee. Ray Brush outlined the machinery of the A. A. N. office following the retirement of Dr. Richard White. L. H. McGuire's successor as director of region VI, Martin Usrey, Monrovia Nursery Co., Azusa, was introduced.

Tour Nursery

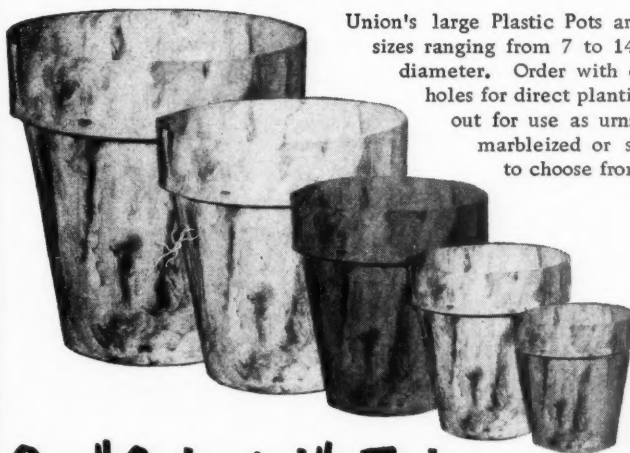
Among the many attractions offered by the convention and Santa Barbara, a highlight was a sight-seeing tour to the Deigaard Nurseries and the Dos Pueblos Orchid Co. Wednesday concluded with a big steak barbecue at the Rancho Vistadores Adobe, with members decked out in Spanish and western attire. Awards to winners of the sporting events concluded the gay affair.

Fifty exhibitors were on hand for the trade fair, which offered prizes ranging to a trip for two to Hawaii.

CLOSE PINE PEST DOOR

Becoming effective October 15, 1961, were new regulations of the plant quarantine division of the United States Department of Agriculture shutting off importation of trees with or without roots, and tree twigs or branches of all pinus species heretofore allowed importation from Canada when destined for importation into the states of Idaho, Montana, Oregon, Utah and Washington. This action was taken to support previous regulations set up by the states named to suppress the European pine-shoot moth in their areas.

Union Large Plastic Pots...



Union's large Plastic Pots are made in sizes ranging from 7 to 14 inches in diameter. Order with drainage holes for direct planting or without for use as urns. Several marbled or solid colors to choose from!

Or "Colonial" Tubs...



The "Colonial" Tubs have become so popular with plant enthusiasts that the line has been expanded from the original 12" Tub to include four other sizes down to 4 1/2". Made with or without holes.

For BIG Plants!

Write today for free Union catalog and price list.

UNION PRODUCTS INC., Leominster, Mass.

INCREASE SALES 100%

Don't Keep Your Customers Waiting for information about your stock. These self-selling plastic labels give all the information your customer wants — creating additional sales while you are busy.

We have the largest selection of horticultural subjects on plastic labels anywhere. Available in two types: (1) Over 800 varieties illustrated in full color; (2) over 600 fully descriptive labels with large, readable type.

SHOW IT and SELL IT — HIDE IT and KEEP IT
ASK FOR FREE SAMPLES AND CATALOG

GROWERS & MANUFACTURERS EXCHANGE

8434 S. Rosemead Blvd., Rivera, Calif.
Phone OXford 9-0711

No. 3 Container-Marker (picture and holder). Holder is 27 inches high. Prongs at bottom prevent turning in the wind. Use for salesyard display.



THRIFTEE PLASTIC PLANT MARKERS

(as low as \$1.80 per 1,000 in lots of 20,000)

NOW . . .

available

in

COLOR!

Pure White
Spring Green
Sky Blue
Gay Yellow
Brilliant Orange
Rich Red
Rose Pink

(Sizes 3", 4",
5", 6" only)



Better than old-fashioned wooden markers —
and at competitive prices

- Permanent, attractive, lightweight, reusable, economical
- Easily marked with soft lead pencils, rubber stamps or printing
- Standard colors: Spring Green and White — available in 4 styles, 13 sizes . . . up to 15"
- Made by the makers of famous LIFETIME MARKERS — your guarantee of quality

THRIFTEE Markers are a real boon to florists, nurserymen and growers . . . wherever durable, attractive plant markers are required in quantity at a minimum price!

QUANTITY PRICES PER 1,000

Bulk Packed	3" x 7/16"	4" x 5/8"	5" x 5/8"	6" x 5/8"
1,000	\$2.50	\$3.90	\$4.80	\$5.40
5,000	2.20	3.60	4.50	5.10
10,000	2.00	3.30	4.15	4.80
20,000	1.80	3.00	3.80	4.25

All prices F.O.B., Milford, Michigan. Shipping charges prepaid if check accompanies order. Markers may be assorted to earn quantity prices.

Be sure to specify color desired — otherwise, all orders will be filled with Spring Green markers. Write for Thriftee prices on larger quantities.

• **SAMPLE ORDER** (125 assorted markers) **\$1.00 prepaid**

There's a style and size to suit your needs! **WRITE FOR FREE LITERATURE** on our complete line of plastic plant markers and our unique, new JIFFY PRINTER for printing markers, quickly and economically.

LIFETIME MARKERS Dept. 7A

Box 216, Clyde, Michigan

Far West: 1864 S. 120th St., Seattle 88, Wash.



PROFESSIONAL LANDSCAPING

**Easily & Quickly
AT HOME**

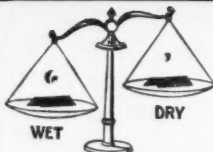
INCREASE YOUR EARNINGS by rounding out your operations! More and more nurserymen are discovering that a thorough knowledge of professional landscaping — now taught you at home by my new Simplified Methods — pays big dividends in increased sales. Complete training, in residential and commercial landscaping, in horticulture — in the growing, propagation, use and maintenance of ornamentals. Latest information on everything new — new propagation methods, latest insecticides, gibberellic acid and modern landscape designing. Our training program used by hundreds of nurserymen coast to coast in training and upgrading employees. Plant lists and specialized information for all sections. Attractive certificate and lifetime consultation service for all graduates. Accredited by National Home Study Council. Send for **FREE Booklet**. Air Mail reaches us overnight.

NATIONAL LANDSCAPE INSTITUTE

Dept. N-111, 11826 San Vicente Blvd., Los Angeles 49, Calif.

MIST-A-MATIC®

PATENTED



AUTOMATIC MIST PROPAGATING SYSTEM
uses weight of water to control mist
SO SIMPLE • No Clocks to Set •
DEPENDABLE

Free Illustrated Folders Available

E. C. GEIGER

Box 270

North Wales, Pa.

WE SPECIALIZE IN NURSERY PRICE LISTS

Our plant is geared to fast, dependable service on quality nursery price lists. You are furnished paper samples and proofs. Send your price list today for quotation.

COURIER NURSERY PRINTERS

PHONE: 893-4401

Murfreesboro, Tenn.

Associate Member A. A. N. — We Specialize in Nursery Price Lists

PLANT PATENTS

The following plant patents were issued recently, according to Rummeler & Snow, Chicago patent attorneys:

No. 2068. Azalea plant. To Anthony M. Shammarello, South Euclid, O. A new and distinct variety of azalea plant, characterized by its bushy habit of growth; the hardness of the plant and of its buds; its large, white, frilled bloom, and its retention of more foliage throughout the winter than Azalea poukhanense.

No. 2069. Ilex plant. To Anthony M. Shammarello, South Euclid, O. A new and distinct variety of ilex plant, characterized by its dwarf, compact, rotundate and uniform habit of growth that results in a plant slightly taller than wide, with branches that are dense and elliptical.

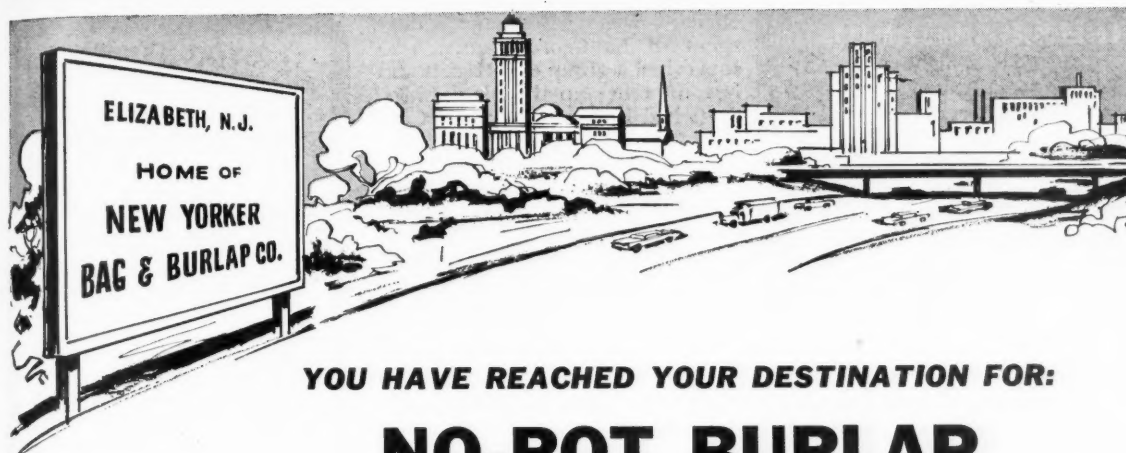
No. 2070. Chrysanthemum plant. To Orville O. Dunham, Niles, Mich. A new and distinct variety of chrysanthemum plant, characterized as to novelty by the strong reddish-orange blooms of different hues; the very double arrangement of its petals; the large size of its blooms, and the early, continuous and long blooming period.

No. 2071. Peach. To Grant Merrill, Red Bluff, Calif. A new and distinct variety of peach tree which ripens approximately 20 to 25 days after Elberta (unpatented); which produces large, yellow-fleshed, freestone fruit of distinctive red color and round shape, particularly characterized by unusual firmness of flesh, and which resembles the Merrill Splendor (plant patent No. 1257), but is distinguished therefrom in blossoming somewhat earlier, being self-fertile and having fruit that is redder in color and ripens approximately five days later.

No. 2072. Rose plant. To Dennison H. Morey, Jr., Pleasanton, Calif., assignor to Jackson & Perkins Co., Newark, N. Y. A new and distinct variety of rose plant of the climber class, characterized particularly as to novelty by the unique combination of leathery foliage that stands up well under all weather conditions, large flower size and a distinctive and attractive general color tonality of the flowers corresponding to bittersweet orange, lightly overcast with capucine orange.

No. 2073. Columnea plant. To Magne Haualand, Hillevag, Stavanger, Norway, assignor to Robert Craig Co., Norwood, Pa. A new and distinct variety of columnea plant, characterized particularly as to novelty by its small, smooth leaves and its abundance of scarlet flowers, each having a small dot of yellow at its throat.

No. 2074. Rose plant. To Bernice Lafayette House, Tyler, Tex., assignor, by mesne assignments, to Armstrong Nurseries, Inc., Ontario, Calif. A new and distinct variety of rose plant of the climber class, characterized particularly as to novelty by being substantially identical with its parent variety Circus (plant patent No. 1382), but being essentially distinguished therefrom by its vigorous and climbing habit of growth, as evidenced by its strong canes, which attain a mature height of eight to 10 feet, and the habit of producing no flowers on current season's canes, while producing profuse blooms in the spring on the



YOU HAVE REACHED YOUR DESTINATION FOR:

NO-ROT BURLAP

AN EXCLUSIVE PRODUCT OF NEW YORKER



For further information and immediate attention call COLLECT: Elizabeth 4-3115, or mail this coupon.



NEW YORKER BAG & BURLAP CO.

651 MARSHALL STREET, ELIZABETH, N. J.
ELIZABETH 4-3115

New Yorker Bag & Burlap Co.
651 Marshall St., Elizabeth, N. J.

Send sample and price list on No-Rot.

Mr.

Company.

Address.

City. Zone. State.

growth of the preceding year and then intermittently flowering from the same wood during the remainder of the growing season.

All patents prior to plant patent No. 646, inclusive, have expired and become public property. Until the actual date of expiration, a plant patent excludes others than the patent holder from propagating as well as growing or selling the plant.

GIVE NEEDED HELP

Members of the Maryland Nurserymen's Association rendered generous assistance to the family survivors after the death October 5 of Sarah Elizabeth Scott, proprietor of Scott's Perennial Gardens, Randallstown, Md., as reported in the Obituary column of this issue of the magazine.

A large quantity of chrysanthemum plants that had been on order for delivery October 7 was dug on that date by the work party, which included Andrew Jones, Ellerslie Nursery, Glenwood; Carl Orndorff, Kalmia Farms, Inc., Derwood; Carville Akehurst, Akehurst Nurseries, Fullerton; Thomas Adams and Melvin Hackett, Ten Oaks Nursery, Inc., Clarksville, and John Wolf, Pielke Landscaping Co., Baltimore.

Aiding the nurserymen were

PROFITS are HUGE in

FLOCKING with "SNOW-FLOCK"

IT'S QUICK . . . IT'S EASY TO OBTAIN UNIQUE, BEAUTIFUL EFFECTS AT LOW COST

Special complete Flocking Kit includes a compressor, flock gun with 3 jars, adhesive spray gun with cup and two 15-ft. air hoses.

Famous non-inflammable "FA-10" flocking adhesive dries rapidly, is colorless, has a pleasant odor and will not stain or discolor flock.

Finest-quality rayon flock available in 15 beautiful colors and cotton-white.

Non-inflammable "Sparkies" and "Giant Sparkies" pick up reflections that add brilliance and life to any flocked object.

Flocking "Order Tags" Available

Write for free illustrated catalog and color chart.

Complete flocking instructions and supplies are shown.

SCHUPP FLORIST SUPPLY CO. 1143 GREENLEAF WILMETTE, ILL.

Dutch and Domestic

BURLAP

PLAIN and TREATED

Established 1925

IMPORTERS—MANUFACTURERS

Distributors of Bird Pots,
Menne-Pots and Lerio Nursericans

J. SHORE & CO.
Chelsea, Mass.

USE THE BEST

STERLING PEAT

According to state tests, Sterling peat compares favorably with the best on the market. Available in 25-lb. bags, 60-lb. bags and 100-lb. bags. Also in bulk.

CHRISTIAN KRISTOFF
Sterling Junction, Mass. Phone: GARfield 2-6898

DIE-SLUG

Metaldehyde Emulsion
Fortified with Dieldrin

Kills slugs, snails and many other insects. One pint makes 16 gallons of spray, enough for 1500 sq. ft.

Price Postpaid—1 Pt.\$2.00
1 Qt. 3.00
1 Gal. 9.00

Distributorships Available
Manufactured in U.S.A.
by

TRIANGLE CHEMICAL COMPANY
P. O. Box 1501 Macon, Georgia

FLORISTS' TEXTILES PLASTICS

X. S. SMITH, INC.

Box 272 Red Bank, N. J.

Less Losses... More Profits for You
with



STOP-WILT

MULTI-PURPOSE LIQUID PLASTIC



Stop-Wilt... the miracle vinyl compound which protects your plants... keeps moisture in, cold and drying winds out... lasts for months. Allows transplanting far beyond normal periods. By protecting all your growing stock all year round, you can realize sizable markups during the retail selling seasons!

■ **WINTER PROTECTION**—replaces wind-breaks and burlap coverings. Ideal for evergreens and shrubs.

■ **SUMMER PROTECTION**—protects against heat and drought.

■ **TRANSPLANT PROTECTION**—controls moisture loss... extends the transplanting season.

■ **CUTS CHEMICAL COSTS**—bonds insecticides and fungicides to plantings with a film that resists washing off. Cuts chemical requirements... gives you better protection.

■ **MORE SALABLE STOCK**—imparts glossy appearance which enhances beauty of all indoor and outdoor material... brings higher prices.

■ **PRESERVES AND BEAUTIFIES** Christmas trees, dry arrangements, cut greens.

WRITE TODAY—get all the facts on STOP-WILT... the economical plant protection that makes money for you.

FREE SAMPLE UPON REQUEST!



DOGGETT-PFEIL CO.

SPRINGFIELD, NEW JERSEY

Richard Delano, assistant county agent of Baltimore county, who supervised a group of 4-H girls and boys in tying up the plants. Mrs. Scott had been active in 4-H Club work.

OKLAHOMA CONVENTION

[Continued from page 9]

tember 28, which is a summary of the fair labor standards act, including 1961 amendments, as it pertains to the nursery industry. Mr. Lederer advised the nurseryman that if he has a wage-hour problem he should give the News Letter to his attorney; it can save him much work and save the nurseryman enough in attorney's fees to pay his dues for years to come.

"What Are Your Plans?"

Featured speaker at the noon luncheon was Bill Biggs, Bill Biggs Gardenland, Tulsa, who gave a talk entitled "What Are Your Plans?" He stated that, in this changing world, the retail nurseryman must adapt his thinking to the situations which arise, or he will be left behind by other merchandisers.

The nursery business, faced with a constantly expanding market and an uninformed public, does not place the value on nursery products which they deserve. The retail nurserymen of the past, he emphasized, are not getting their share of the market.

Adequate parking area, paved walkways, clearly displayed prices and neat-appearing personnel are required. Mr. Biggs emphasized that it is necessary to make it easy for the customer to buy. Related items should be displayed together, and nonsalable plants, he believes, should be destroyed.

One big problem found in garden centers is the lack of interest of salesmen. Enthusiasm is contagious, he said, and it is necessary that the owner be enthusiastic so that the sales help will be also.

The garden center of today has to employ a hard-hitting, consistent advertising campaign and should advertise benefits, not price. An adequate markup should be placed on the merchandise to allow sufficient money for advertising. The advertising copy should use illustrations liberally and have no fancy typography.

He cautioned that a better market cannot be made by lowering the price on items. The price should be sufficient to take care of expenses and yield some funds to put aside, as every year will not be a good one. The wholesaler, he added,

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RABBIT REPELLENT

NEW REPELLENT! WORKS! PAYS OFF!

Fully tested. Prevents damage to shrubs and trees. Soluble in water but will not wash off or freeze.



Apply with brush, sprayer, or sprinkling can. Only one application.

Harmless to trees, shrubs, rabbits, deer.

Size	Makes	Retail
2 oz.	3/4 Pt.	.79
4 oz.	1 1/4 Pts.	1.29
1 pt.	2 1/2 Qts.	2.93

Dealers-Growers, 33 1/3% Off Larger Sizes Available

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"NIBONEX is the most effective rabbit repellent we ever used. So superior to other so-called rabbit repellents there is no comparison."

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"No rabbit damage. No injury to trees or shrubs. Lasted all winter."

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"Treated block of Flowering Crabs. No rabbit damage. Nearby untreated block seriously damaged. NIBONEX is the answer to this problem of all nurseries."

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If Jobber cannot supply, order direct.

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LARGE TREE MOVING COMMERCIAL LAWN BUILDING

12-in. cal. Trees Easily Handled
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We will furnish necessary supervision, operators and machines or labor as required to co-operate with the facilities available. We will move your trees or furnish them.

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POSITIVE PROTECTION

Burlap treated with BURLAST (dry powder mixed with water) resists rot and decay up to six months! Write for details.

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should set his prices high enough so that he will have sufficient capital to help retail nurserymen with merchandising aids.

That afternoon a bus tour was made of Ozark Nursery and Greenleaf Nursery, after which a barbecue dinner was served at the Ozark Nursery. After this, the nurserymen returned to the Western Hills Lodge, where an informal dance was held.

Bermuda Lawn Disease

The first presentation on the program Friday morning, September 29, was a talk by Prof. Dallas Wadsworth, botany department, Oklahoma State University, Stillwater, on "Lawn Diseases." Concentrating on one disease, he stated that spring dead spot of Bermuda grass has been prevalent in Oklahoma since 1954 and is found in all states where Bermuda grass is grown. The disease is more serious in northern areas, as the damage occurs during the winter dormant period.

The spots are usually round and straw colored, and the grass does not grow back into these dead spots. For all practical purposes the area is sterile, he stated. The spot, he added, does not enlarge during the growing season. It has been found that the roots are rotted off. Where this disease exists, a certain fungus, *helminthosporium*, has been found, but, even after much research, it is not known precisely what causes spring dead spot.

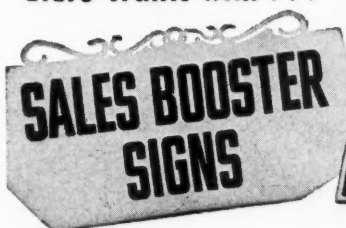
In treating the disease, one must remove the characteristic mat of dead grass so that the chemical may be watered into the root system. In the various tests that have been conducted, dieldrin showed best control. Liquid dieldrin at the rate of 22 ounces per thousand square feet has been applied in August, but Professor Wadsworth does not recommend using dieldrin as a drench, as it is highly toxic at high rates.

The subject of "Lawn Insects" was covered by Dr. Robert Walton, entomology department, Oklahoma State University, who noted that there are 50 or more insects that infest lawns.

Reviews Insecticides

Covering the various insecticides that can be used, he stated that dieldrin, aldrin and heptachlor control many insects, but the comparative hazard of using the materials is high. DDT and chlordane, which are also effective against many insects, entail a comparatively moderate hazard, as do lindane and Toxaphene. The latter two,

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the **EASY-TO-CHANGE** panel signs that "Tell What You Sell, When You Sell It"

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3 1/2" x 3/4"

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1000 for ...\$16.00 250 for ...\$6.00
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Dutch and Domestic
Squares and Rolls
Sizes 16 ins. to 60 ins.

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however, control fewer insects. Sevin, Dylox, dibrom, malathion and diazinon control fewer insects than the first group, but their comparative hazard is low. Malathion, he pointed out, is not effective against soil insects. Bakthane L69, a wettable powder that contains bacteria, controls worms and presents no hazard to the user.

There is no great choice as to how the chemicals are applied, and control can be obtained with any type. Dr. Walton cautioned that, when using the insecticides, one should cover his hands with rubber gloves. Since the residue is dangerous to children and pets, he advised sprinkling the lawn after application and isolating the area for a few days. Spring is the best time for treatment, and application is made when the damage is seen.

Rounding out the morning program was a talk on the care and potting of bare-root roses by Joe Abrahamson, Mount Arbor Nurseries, Shenandoah, Ia. Roses arriving from cold storage or truck freight are usually packed in sphagnum moss or in polyethylene-lined boxes. Well-packed rosebushes will keep from 10 days to two weeks and should be stored in a room at a temperature of 35 degrees Fahrenheit. If this cannot be done, they should be potted up immediately. Mr. Abrahamson said he would leave the rosebushes in a polyethylene-lined box for 10 days to two weeks only if sphagnum moss is packed around the plants.

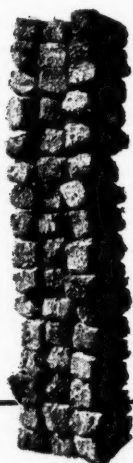
The plants may be potted direct from the box and should be pruned at that time. He did not advise pruning the plants and putting them back into the box. He stated that if there is frost in the box—a rare occurrence today—it should be covered with straw or blankets and placed in a cool room for a few days to thaw out.

One should prune the roots back to four to six inches rather than try to wind all the roots into a pot. New roots come from the calluses at the end of the root where it was pruned. He recommended pruning the tops of the bushes to six inches; 10 inches on climbers.

Mr. Abrahamson suggested using potting soil of one-third peat, one-third sand and one-third soil and adding some phosphate to the mixture. The soil should be firmed and watered in so no air pockets are present. If the pot has a good bottom, it can be bounced to get rid of the air pockets.

After the plants are potted, they should be covered with burlap or polyethylene. He related that one

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DETORF'S MODERN PLANTS actually out-do Nature. Forty-eight Bricks—open-air-dried, shredded and screened—are packed under high compression into each sealed, dust-free, moisture-proof 6 cu. ft. bag.

TEN FULL BUSHEL FLUFF out when the Detorf 6 cu. ft. bag or bale is opened. Detorf goes farther—lasts longer because its double volume absorbs 15 to 30 times its weight in water—breaks down slowly in use.

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of his customers found that plants covered with burlap alone suffered in heavy rains—the pots becoming soggy and the tops drying out. To prevent this, Mr. Abrahamson suggested using an outer covering of polyethylene over the burlap cover. Plants given this double covering should be placed in shade to avoid heat build-up under the polyethylene.

He advised waiting until breaks come out an inch before uncovering the plants and noted that one of his customers induces early breaks in his plants by putting them in a greenhouse under mist.

Good results can be obtained by using No. 3 rose pots, eight inches across and nine inches deep. Large exhibition roses can be grown on in 3-gallon egg cans. He emphasized that good drainage is necessary where the pots are placed. If the plants are put in a building, no drafts should be present as they will dry out the tops.

Mr. Abrahamson advised dipping the roots in a root stimulator before potting the bushes or planting them in beds. Potted roses should be fertilized every month thereafter.

After lunch the nurserymen were treated to a humorous talk deliv-

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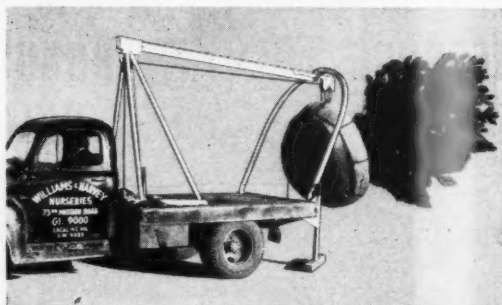
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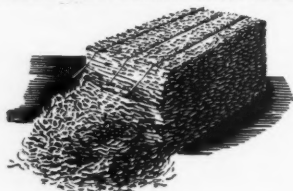
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KELWAY SOIL TESTER . . .

easy-to-use, easy-to-read. No complicated chemicals, no time consuming tests. This revolutionary, scientific device gives immediate, accurate acidity and moisture readings. Used by farmers, agriculturists, nurserymen. Fully guaranteed! Price—only \$29.50, complete with handy carrying case, pays for itself many times over in one season. Send to:

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Grand Rapids 2, Mich.

ered by Dr. Leon Hill, Baptist minister from Amarillo, Tex. The topic of his speech was "Beaten Paths Are for Beaten Men."

Chapter 24 Elections

At the business meeting that afternoon, reports of the secretary and auditing committee were given, after which J. Frank Sneed, Sneed Nursery Co., Oklahoma City, presided at the meeting of chapter 24, region V, of the American Association of Nurserymen.

Harold Nickel was elected delegate to the A. A. N. convention at Denver, Colo., next July, and Bill Ansteth, Thomas Nursery, Tulsa, was elected alternate. Elected president of the chapter was Cy Higdon, Higdon's Flower Shop & Nursery, Oklahoma City, and Mr. Sneed was elected secretary.

The election of officers for the Oklahoma State Nurserymen's Association then took place, as previously reported. Highlight of the annual banquet that evening was the presentation of the Oklahoma outstanding nurseryman award and the presentation of the exhibitors' prize.

Clyde Bower, director of the division of entomology and plant industry, Oklahoma state department of agriculture, Oklahoma City, was presented with an honorary membership in the association. After the presentation of numerous additional prizes, the nurserymen enjoyed dancing for the rest of the evening.

OHIO LIQUIDATION SALE

Something new in "quitting business" sales occurred September 25 and 26, at Eaton, O., when all the nursery stock and equipment of Floral Garden Nurseries were sold at public auction at wholesale to members of the nursery trade.

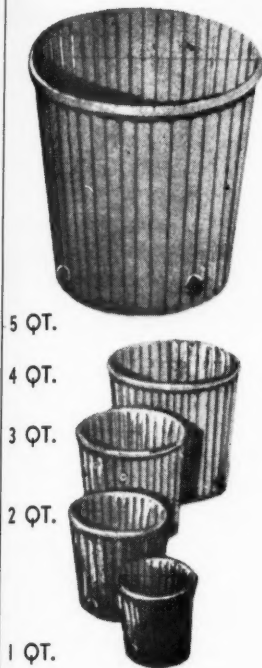
The untimely death of former owner, Stanley H. Swartrauber, in February of this year brought about the decision of James W. Aker, son-in-law and partner, to withdraw from the nursery business and follow other work. A well-established retail and wholesale trade had been operated at Eaton for 31 years.

J. W. Dickerson & Associates, Troy, O., horticultural auctioneers and liquidators, had charge of the sale and provided the labor necessary to set up the entire operation, scheduling the division of stock into lots, some 1,200 in all, including 943 lots of plants growing on 12 acres. They also made digging labor available for any

ALL PURPOSE

ALL NEW PLASTIC POTS

GROW IN THEM OR SHIP IN THEM



IT'S WHAT YOU HAVE BEEN
WAITING FOR • PLANT PERENNIALS, ROSES
AND SHRUBS IN THE ALL NEW POLY-PLASTIC POTS

Sun Proof . . . Frost Proof . . .
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Durable, Lightweight, Easy to Handle

Meets Chain Store Demand

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Four Even Drainage Holes

Minimize Storage Space

Less Weight—Less Freight

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Chain Store Approved

Immediate Delivery

	TOP	HIGH	BOTTOM
1 QT.	4 3/4 ins.	4 3/4 ins.	3 1/2 ins.
2 QT.	5 3/4 ins.	6 ins.	4 1/2 ins.
3 QT.	7 ins.	7 ins.	5 ins.
4 QT.	7 1/2 ins.	7 1/2 ins.	5 1/2 ins.
5 QT.	8 ins.	8 3/4 ins.	5 1/2 ins.

Try our New unbreakable shrub and rose pots made from linear poly-plastic. Send \$1.00 for complete set of samples.

FARM SUPPLY, INC.

447 Market St.

SWarthmore 6-2342

East Paterson, N. J.

persons not wishing to dig their own purchases. Plants are to be removed within 90 days. In addition to an assortment of tools and equipment used in the nursery, the inventory of small tools and supplies from the garden store shelves was also sold. A 13x50-foot greenhouse and its heating system were included in the auction.

All lots were sold, ending with the garden store shelf inventory at 8 p. m. Prices received on most items were good, according to the opinion of many nurserymen present. The sale attracted customers bringing trucks from as far as 400 miles away.

LEO'S NURSERY, operated by Mr. and Mrs. Leo Fosburgh, has opened at the former location of Lilburn's Nursery, at the Victor Valley shopping center, Victorville, Calif. The new firm is offering a free counseling service.

LANDSCAPING entrance malls and a garden court area at the Rodger's Plaza shopping center, Grand Rapids, Mich., is Jones Nursery, Inc., Grand Rapids.

OPENED recently was Darst's Nursery, Williamsburg, Va., by H. Jackson Darst.

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• **EASILY EARNED COURSE COST.** I had more than paid for my course in the commissions I received before I had completed the course. J.B.S., California

• **LED TO SUCCESS.** Your course in Landscape Gardening has surely led me to success and happiness and increased my earnings. R. G., Illinois

• **FROM FOREMAN TO BOSS.** I was a foreman for a florist before enrollment. I have my own business now and have had as many as 12 men working under me. G.A.W., Vermont

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LANDSCAPE
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CHRISTMAS TREES

Sheared Scotch Pine
from 2 to 7 ft.

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keeps soil loose
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PERMANENTLY!

1. Better transplanting and container growing.
2. Perfect for germinating seeds and bulbs.
3. Excellent for propagating cuttings.
4. Exceptional for the do-it-yourself flower grower.

Perl-Lome horticultural Perlite keeps garden soil always loose and workable. Because of its cellular porous structure Perl-Lome permits water, air and food penetration to keep plants, shrubs and lawns supplied with maximum nourishment. In addition Perl-Lome lasts almost indefinitely, does not disintegrate like organic soil conditioners.



For complete information about the profitable use of Perl-Lome, send for Perl-Lome data sheets, instructions for use, list of promotional material available . . . and where you can obtain Perl-Lome in your area.



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HYBRIDIZER ADDRESSES LANDSCAPE GROUP

At the October 9 meeting of the Chicago Metropolitan Landscaper's Association, held on the city's far south side, a discussion of desired topics for a proposed 1-day short course program early next year formed the chief item of association business. William Reiser, Northbrook, told of preliminary work that had been done in contacting the University of Illinois and Morton Arboretum, Lisle, regarding program assistance. A date during the convention of the Illinois State Nurserymen's Association at Chicago was suggested for the event. President Walter Vogl asked for further information on members' needs in order to plan an effective educational feature.

The speaker of the evening was Orville W. Fay, Northbrook, Ill., an internationally known plant hybridist, who has carried on special work with irises and day lilies. The only American ever to win two William R. Dykes memorial medals for outstanding work in iris breeding, he indicated that his chief attention at this time is in the day lily field, where special colors are sought.

Day Lily Work

His work with the day lilies was begun about 10 years ago, these plants being considered to have excellent potential because of their persistence and free-blooming habit. They have a 5 million year history, but, as Mr. Fay put it, they were in a rut genetically. The recent breeding has given more substance to the petals, a greater variety of colors, continuous blooming habit and a still heavier blooming nature. Some of the breeders' techniques in developing plant changes were described, among them being the use of colchicine and X-ray.

In a brief discussion of the role of the geneticist, Mr. Fay described the action of genes and chromosomes in bearing plant characteristics and told how the genes can be manipulated to carry their characters into different combinations. In irises, for example, a chosen beard color can be given to any falls and the petal color can be determined, by the skilled geneticist.

Newcomer Slides

During a showing of slides of some of the newly developed irises, peonies and day lilies, Mr. Fay described the advances made with each and related experiences with

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A new, IMPROVED and ECONOMIC antidesiccant giving a vinyl-resin coating which retards water transpiration from plants and reduces winter injury and losses.

PLANT SHIELD is a 100 per cent concentrate, containing no filler or extender material. This gives a stronger, more flexible film, greater coverage and less sprayer clogging.

PLANT SHIELD also contains purified plant chlorophyllins as a conditioning additive and a wetting agent to insure better coverage and eliminate possible overdosage.

Available in pints, quarts, gallons, 5 gallons and 55 gallons.

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Mention The American Nurseryman when you write.

Newest Method In Weed Control

**CULTIVATES SAFELY
BETWEEN EACH PLANT**

**WHY RISK YOUR CROP
WITH CHEMICAL
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NOTE COMPLETE CULTIVATION

Write for descriptive literature and prices now.

BUDDINGH InROW WEEDER CO.
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their development. The improved forms were described as high priced, but rewarding to the grower and having an excellent market.

The speaker declared that no one should grow irises who did not spray them twice a year—May 5 and April 25—with DDT, to prevent borer attacks. He pointed out in the pictures how good flower placement on S-curved stems had been achieved, noting that iris petals should have proper tilting for good landscape effect. Bloom life has also been extended.

Regarding the new day lilies, Mr. Fay related how varieties had been developed to give blooms from June to October, with peach tints, soft yellow, wine-red, true pink and melon colors in flowers. Evening and night bloomers have been created, and scapes having 50 to 60 blooms mark some of the new varieties.

THE "FLOATING" WALL

[Concluded from page 11]

curate excavation for sand footing, perfect sand fill and metal ties in all joints between stones throughout the entire wall. We experimented with old wire fence cut into pieces, bits of re-enforcing screen, barbed wire, but finally settled on corrugated wall ties as better, faster and needing less labor.

The real saving is the elimination of footing excavation of 42 to 48 inches in depth and the construction of six to eight cubic feet of underground wall for each lineal foot of finished wall.

All three walls are in East Lansing, Mich., and should anyone wish to take a look at one or all of them, we would be pleased to show them. Criticism would be most worthwhile.

A. A. N. WAGE-HOUR DATA

Members of the American Association of Nurserymen have received as News Letter No. 558, dated September 28, 1961, a complete summary of the fair labor standards act, including 1961 amendments, as it refers to the nursery industry. Effective September 3, 1961, the minimum wage rate was advanced and there were new provisions for blanket coverage as well as for blanket exemptions of firms. The current release brings up to date A. A. N. News Letter No. 456, dated February 10, 1956.

In addition to the references concerning exemptions, to which most space is given, the summary includes data regarding legal suits

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The plant that wears a **SPECIAL DESIGN** label gives an impression of **QUALITY**, resulting in **SALES APPEAL**.

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Prices depend on size of label, quantity ordered and material used. Submit this information when requesting a quotation.




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 "Mark of Distinction" Special Design
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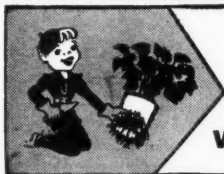
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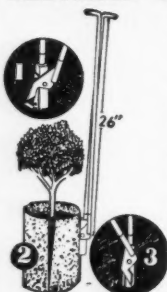
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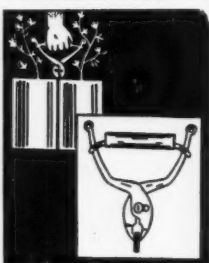


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and penalties, child labor and records.

Occupying 15 typewritten pages, the summary of regulations is designed to be understood by the layman, but care has been taken to see that the references in it are of as much value as possible to an attorney. All references are documented as to official and legal source and can be used by an attorney to facilitate his work for a nurseryman on any case in the wage-hour field. As a whole the summary provides important data for determining a firm's status under the complicated fair labor standards act and reaching a decision on questions of coverage or exemption of individual employees.

THE SPRUCES

[Continued from page 13]

as high; can be propagated by cuttings. A 32-year-old specimen in the Arnold Arboretum is only one foot tall and yet it is six feet in diameter.

P. a. Pygmaea—Very dense, small, conical form, about as high as it is wide.

P. a. Pyramidata—Narrow, slender pyramid.

P. a. Remonti—Ovoid to globe or conical form of slow growth, but not too small. A 59-year-old specimen in the Arnold Arboretum is 20 feet tall and 24 feet in diameter, and very compact and dense throughout.

P. a. Repens—Low, with procumbent or arching branches. A 23-year-old specimen in the Arnold Arboretum is two feet tall and five feet across.

P. asperata: 75, Z 5, China, dragon spruce—A dense spruce with the needles remaining on the tree as long as seven years (the reason it is so dense). Somewhat resembling the Norway spruce in shape, this tree has light green to light bluish needles and is excellent for seashore planting.

P. breweriana: 120, Z 5, Oregon and northern California, Brewer

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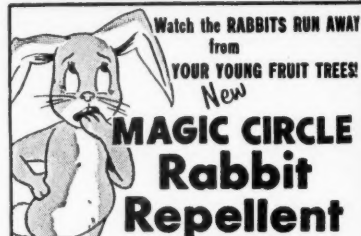
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spruce — With long, whiplike branches, this tree is recommended only for the cool, high altitude areas of its native habitat. It does not perform well in the east and is rare in cultivation in America.

P. engelmanni: 150, Z 2, Canada to Oregon, Engelmann spruce—A much more desirable tree than the Norway spruce, with bluish-green foliage and dense branches. Although older trees may lose some of their lower branches like most other spruces, even 25-foot Engelmann spruces can be covered with branches all the way to the ground.

P. e. Argentea—Leaves silvery gray.

P. e. fendleri—Branches pendulous.

P. e. Glauca—Leaves bluish to steel blue.

P. glauca: 90, Z 2, Canada and northern United States, white spruce—This native tree can endure heat and drought better than some others, but it is not so outstanding an ornamental as *P. engelmanni* and *P. omorika*. It is extremely hardy and hence must be left in this recommended list. However, especially in the eastern United States, many other spruces will make much better ornaments. In gardens in the eastern part of the country it is decidedly second rate.

P. g. coerulea—Of dense habit, with glaucous leaves.

P. g. conica—The popular dwarf white spruce, a compact pyramidal plant found in southwestern Canada in 1904 and widely distributed by the Arnold Arboretum. Forty-year-old specimens are not much more than 10 feet tall even when grown in good soil.

P. g. densata—This is the black hills spruce, which is a slow-growing, compact tree, with bright to bluish-green foliage, and is of value only as a smaller tree. A plant in the Arnold Arboretum that is 36 years old is 20 feet tall.

P. koyamai: 60, Z 4, Japan, Koyama spruce—A fine narrow tree with light green foliage, definitely ascending branches and a pyramidal outline. It lacks the "layered"-branching appearance of some of the other spruce species, and this makes it better as an ornamental.

P. mariana Doumeti: 30, Z 2, Doumet black spruce—Better than the species for ornamental work, because it is a denser, more rounded tree with bluish-green needles; can be propagated by cuttings. A 20-year-old tree is eight feet tall and nine feet in diameter and very dense and cylindrical.

P. omorika: 90, Z 4, S. E. Europe,

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Serbian spruce—This might be considered the best of the spruces for ornamental use in eastern United States gardens. It is of rather narrow habit, with glossy green leaves which are whitish on the undersurface and with pendulous branchlets as the tree grows older. In fact, some nurserymen propagate asexually from the more pendulous-branched trees. This is one of the few spruces with needles flat in cross section like those of a hemlock and not 4-sided as are those of most other spruces.

P. orientalis: 150, Z 4, Asia Minor, Oriental spruce—A graceful tree with dark green foliage and needles about the smallest of any of the species; hence it has fine texture. It must be admitted that in the Arnold Arboretum during severe winters the foliage may tend to burn; hence it does not have the rugged hardiness of *P. glauca* or *P. pungens*.

P. o. Aurea—Leaves bronzy yellow; a fine ornamental.

P. o. Gowdy—Listed as an extremely upright form of very narrow habit. The leaves are small and a rich green.

P. o. Nana—Low, broadly pyramidal form.

Picea pungens: 100, Z 2, Rocky mountains, Colorado spruce—A stiff-branched species with whorled branches all in definite planes or layers. The sharp needles produced at right angles to the twigs are green to bluish green. As small trees they are fine, but many older trees lose their lower branches, and when this happens they lose much effectiveness. If trees are replaced every 20 years, this condition need not exist. For rugged hardiness it is one of the best, but its stiff habit, its susceptibility to the spruce gall aphid and overplanting in many areas in the past may limit the usefulness of the species. The varieties with bluer foliage will probably always be popular.

P. p. Argentea—This variety, the silver Colorado spruce, is often

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sold as Koster's blue spruce, but the leaves are silvery white. The true Koster's blue spruce is the pendulous-branched form, *P. pungens* Pendens, not often found in nurseries.

P. p. Bakeri—Originated in a batch of seedling *P. pungens* glauca in Massachusetts. This variety, according to Roland E. Baker, Pomfret, Conn., is a deeper blue than *P. pungens* Argentea and possibly even a shade more colorful than the Moerheim spruce. For some reason or other, our specimen in the Arnold Arboretum has been slow in growth. A 32-year-old specimen of Baker's blue spruce is only 12 feet tall and six feet across, rather dense, while a Moerheim spruce of the same age is 50 feet tall.

P. p. Coerulea—Leaves bluish white, cerulean Colorado spruce.

P. p. Glauca—Foliage bluish green; often sold as Koster's blue spruce; the color is, of course, not so blue as that of the Moerheim or the Baker spruce.

P. p. Hunnewelliana—A slow-growing, densely pyramidal tree found in a Massachusetts nursery in a batch of *P. engelmanni* seedlings. It differs from Compacta in being a dense pyramid of light blue foliage. A 32-year-old tree in the Arnold Arboretum is 15 feet tall and eight feet in diameter.

P. p. Moerheimi—A compact form with deeper blue foliage than the other varieties except possibly the Baker spruce; named Moerheim spruce.

P. p. Pendens—Pendulous branched with the main branches almost horizontal and with bluish-white leaves stiffer than those of Moerheim spruce, it was originally propagated by the Koster Nurseries, Boskoop, Holland. It is not often found in the trade and is named Koster weeping blue spruce.

P. sitchensis: 140, Z 6, Alaska to California, Sitka spruce—Very ornamental, but can be grown only in a cool, humid climate. It does not do at all well in the eastern United States, but is a prominent timber tree in the moist climate of the Pacific northwest coastal area.

P. s. Speciosa—With a compact habit, slower growth and more ascending branches, but, like the species, of value only throughout the local area where it is native.

P. smithiana: 150, Z 6, Himalayas, Himalayan spruce—A good tree of broad, pyramidal habit, with pendulous branches. Since the young shoots start to grow early in the season, the tree should not be

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planted where there is a possibility of late spring frosts.

P. wilsoni: 75, Z 5, China, Wilson spruce—Good dense habit; light green foliage. A 50-year-old tree in the Arnold Arboretum is 20 feet tall and 20 feet in diameter.

Not Recommended

A—Differs little from species.

B—Other species or varieties just as good ornamentals.

C—Of little ornamental value.

Picea abies varieties—There are approximately 100 named varieties of this species, almost impossibly mixed up in gardens and nurseries about the world. Unquestionably, many of these are similar, most are slow growing and because of this only a few have interest to nurserymen. It is practically impossible for anyone to select accurately all the mediocre varieties without making a detailed, time-consuming study of the entire group in this country and abroad. The varieties in the following list are only a few of the many forms of *Picea abies* that need not be recommended:

Acrocana C—Stiff habit.

Argentea C—Leaves variegated with white.

Argenteo-spica C—Tips of branchlets white.

Aurea C.

Aurea C—Young foliage yellowish, later yellowish green.

Chlorocarpa B.

Cincinnata C—A peculiar, pendulous-branched form.

Cupressina B—Densely rounded, cylindrical tree, but *P. abies* *Conica* is just as good.

Diffusa C—Foliage light yellowish green; wide-spreading habit.

Dumosa C—Short leaves far apart; tufted.

Echiniformis B—Very dwarf and slow growing.

Eliwangeriana B—Loose habit, dwarf; not so hardy as some of the others.

Erythrocarpa B—Young cones violet purple.

Finedonensis B—Young leaves pale yellow to bronze, finally green.

Inversa C—Similar to *P. a. Pendula*.

Monstrosa C—Few branches, poor form.

Pendula B—Pendulous branches and branchlets, often irregular; little better than the species.

Pumila nigra—Same as *P. a. Pumila*.

Sherwoodi B—None too dense.

Viminalis B—Pyramidal form with few horizontal branches.

Virgata C—Few branches and branchlets.

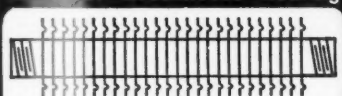
asperata heterolepis A.

asperata notabilis A.

[Concluded on next page]

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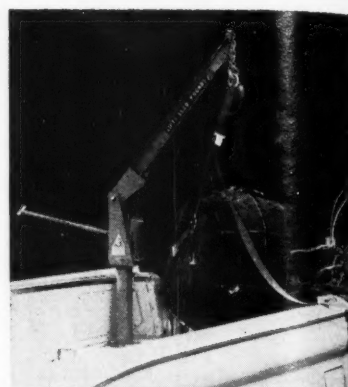
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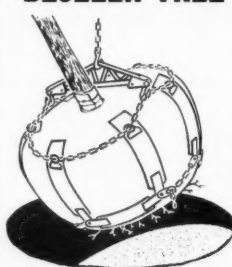
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asperata ponderosa A.
 aurantiaca B—Often not well branched;
 P. retroflexa has better color.
 bicolor B—Little to recommend it.
 bicolor acicularis A.
 bicolor reflexa A.
 brachytyla B.
 brachytyla complanata A.
 brachytyla rhombisquamea A.
 brachytyla latisquamea A.
 engelmanni microphylla B—Dwarf, glo-
 bose, rare.
 glauca albertiana B—Pacific northwest
 seacoast; taller than species and prob-
 ably not so good an ornamental.
 glauca Aurea C—Leaves yellow.
 glauca Golden—Probably syn. for P. glau-
 ca Aurea.
 glauca Nana B—Dwarf, dense, rounded
 shrub about six feet tall.
 glauca Parva B—Low form.
 glauca Porsildi A.
 glauca tabuliformis—Syn. for P. glauca
 Parva.
 glehni B—P. orientalis is better.
 hursti B—Similar in general appearance
 to P. engelmanni.
 jezoensis B—Not quite so stiff as P. pun-
 gens.
 jezoensis hondoensis A.
 likiangensis B.
 likiangensis balfouriana A.
 mariana C—Of little ornamental value;
 the Doumet black spruce is a better or-
 namental.
 mariana Beissneri B—Broader at base
 than Doumeti and a lighter bluish
 green, also not so vigorous.
 mariana Ericoides B—Conical, slow-
 growing form; not good foliage.
 mariana Fastigiata B—A dwarf columnar
 form, rarely over four feet tall.
 mariana Nana B—A globose dwarf.
 maximowiczii B.
 meyeri B—P. wilsoni is better.
 montigena B—Too loose and open in its
 branching.
 moseri (jezoensis x mariana) B.
 notha (jezoensis hondoensis x glehni) B—
 P. glauca is better.
 orientalis Aureo-spicata B—Leaves yellow
 when young; orientalis Aurea is a more
 colorful variety.
 obovata C—Of little ornamental value.
 obovata alpestris A.
 obovata coerulea B.
 obovata fennica A.
 polita B—Needles so sharp they can be
 dangerous; many dead branches on
 older trees.
 pungensis B.
 pungensis Aurea—This form has been listed
 by some nurserymen as having leaves
 yellow on the sunny side of the plant
 and a normal green on the shaded side.
 I have never seen it.
 pungensis Compacta B—Individual branches
 are densely clothed with foliage, but
 there are open spaces between the
 branches.
 pungensis viridis B—Leaves simply green.
 purpurea B.
 retroflexa B—Somewhat similar to P.
 abies.
 rubens C—Requires a moist atmosphere
 to do well. Many other spruces make
 better ornamentals in eastern gardens,
 because they can withstand summer
 droughts better.
 rubens virgata C—Poor branching habit.
 saaghi (jezoensis x glauca) 1929 B.
 schrenkiana B—P. glauca is almost as
 good, but slightly stiffer in habit.
 spinulosa B—Zone 7; from the Himalayas;
 often considered handsome, but loose
 and broadly pyramidal in habit.
 tonaensis B.

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BOOK REVIEWS

PALMS OF THE WORLD

The interest in palms fostered by and since the organization of the Palm Society, a half-dozen years ago, finds satisfaction as well as expression in the handsome illustrated volume, "Palms of the World," by James C. McCurrach, recently published by Harper & Bros., at \$17.50.

The author is an amateur collector of palms at his winter home at Palm Beach, Fla., since his retirement from business. His thorough observation and study of the genus is apparent. Not only has he gathered all of the available reference material, but he has traveled a good deal in the pursuit of his information.

The book is designed to be of value to amateur enthusiasts as well as more experienced and learned collectors. At the outset he explains the nomenclature followed and then in a unique illustrated glossary he defines in detail the terms used, with 48 illustrations for visible reinforcement.

The genera of palms are treated in alphabetical order, the principal species discussed and pictured, supplemented by a paragraph or two about other species not described or given other reference. The text is not at all botanical in character, but succinct in presentation in language understandable by amateurs. Interesting information about the principal or popular plants, species and varieties make the book interesting reading as well as valuable for reference.

The 400 illustrations are placed adjoining or near the pertinent text. Concluding the book is an official list of the world's valid palm genera and lists of palms to be found grown outdoors in famous botanical gardens of the world. His text indicates that he has been in consultation with

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GARDENING FOR HOMEOWNERS

Lest there be any misconception, it might be stated that the title of Edwin F. Steffek's latest book, "Gardening the Easy Way," is less descriptive than the subtitle, "The Homeowner's Complete Guide to Gardening." Into this volume of 198 pages he has packed concise information on all phases of gardening and all gardening problems in all parts of the country, to quote from the jacket, especially for new homeowners. No emphasis is laid on labor-saving devices or plants of easy growth to save toil, to make gardening easier. Out of his considerable experience as a garden editor, writer and practitioner, Mr. Steffek has produced a concise book of ready information on the various phases of home gardening, from trees and lawn to shrubs, flowers and vegetables. Just published by Holt, Rinehart & Winston and priced at \$3.95, the book is one which may well be recommended to the uninitiated homeowner who wishes to do his own gardening.

WEED CONTROL CLINIC

Evidence of the interest in chemical weed control in nurseries was illustrated when close to 200 persons attended the first pre-emergence weed control clinic staged by the Geigy Chemical Corp., at O'Hare Inn, Des Plaines, Ill., Tuesday evening, October 10. Representatives of the company pointed out the advantages of chemical weed control and how it works and then gave application rates. Questions from the audience were answered after the formal presentation.

Pre-emergence weed control prevents weeds in wet weather when hand operation is difficult and expensive; it prevents soil compaction and prevents damage to stock often inflicted by hoeing or cultivators. Labor is also released for other duties at a time when it is most needed.

The chemical does not harm the foliage of nursery stock, is safe to human beings and animals and is harmless to soil bacteria and earthworms, it was stated.

The chemical, Simazine, comes in a 4 per cent granular form or an 80 per cent wettable powder. One inch of water is needed in the 2-week period after application to wash the chemical to the desired soil depth of one to one and a half

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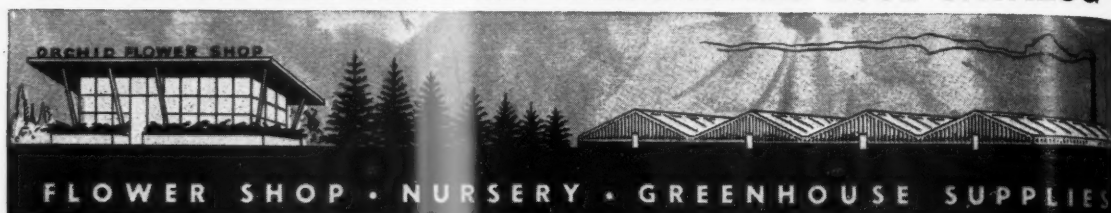
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inches. In this strata of the soil, 90 per cent of the weed seeds germinate, and when the weeds grow one inch tall so the root system is developed sufficiently, the herbicide will be taken up through the roots into the leaves, and the weeds will turn yellow and die.

The chemical is applied in fall for control of winter weeds; in late fall before freeze-up or very early spring for protection during the digging season. The nursery bed should be free of weeds before application, for the chemical will not kill established weeds with deep root systems. Soil should be tilled to no more than a 2-inch depth after application.

Stock should be lined out for one year before the chemical is used and it is not to be applied to seedbeds, it was pointed out. The various plants with which Simazine can be used appears on the label and correct rates should be applied, it was stressed.

There is little likelihood of build-up in the soil when the yearly applications are made, for the material disintegrates in the soil.

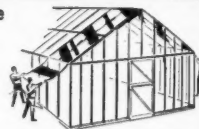
TRANSFERRING to the landscape horticulture department at the University of California, Davis, is Dr. Roy Sachs, plant physiologist and formerly a member of the university's department of floriculture, at Los Angeles.

ELECTED vice-president of the Chicago Metropolitan Landscaper's Association recently was Thomas R. King, Mount Greenwood Garden Center, Chicago, Ill., who will fill the vacancy left by the death of George N. May.

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MME. FLORENT STEPMAN, single, white, 18 to 24 ins., 24 to 30 ins., 30 to 36 ins.
PRESIDENT GREVY, double, soft blue, 24 to 30 ins., 30 to 36 ins., 36 to 42 ins.
PRESIDENT LINCOLN, single, blue, 12 to 18 ins., 18 to 24 ins., 24 to 30 ins.
THUNBERG, double, mauve, late, 18 to 24 ins., 24 to 30 ins., 30 to 36 ins.

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DOLGO, white flowers, red fruit, 2 to 3 ft.
DOROTHEA, dark pink, brilliant yellow fruit, 2 to 3 ft.
HOPA, single, pink bud, white flowers, red fruit, 2 to 3 ft., 3 to 4 ft.
KATHERINE, double, pink and white flowers, red fruit, 2 to 3 ft.
PROFUSION, carmine-red flowers, bright red fruit, 2 to 3 ft., 3 to 4 ft.
RED SILVER, single purplish-red flowers, purple fruit, 2 to 3 ft., 3 to 4 ft.
ZUMI CALOCARPA, pink and white flowers, bright red fruit, 2 to 3 ft.

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